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The Magazine of Service



CHICAGO, U.S.A.

MAY, 1920

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The ROTARIAN



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First: To encourage, promote and supervise the organization of Rotary Clubs in all commercial centers throughout the world.

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Articles in This Issue

PRISON PSYCHOLOGY (Page 227).....By J. R. Perkins

COOPERATION AND COORDINATION (Page 232).....By B. F. Harris

ROTARY AND LABOR (Page 233).....By Allen D. Albert

THE CONVENTION EXECUTIVE COMMITTEE (Page 235).....
.....By W. A. Graham, Jr.

THIS CONSCIENCE THING (Page 237).....By Strickland Gillilan

ROTARIAN EDITORIALS (Page 238)

INTERNATIONAL NOMINATIONS (Page 240)

DISTRICT CONFERENCES (Page 244)

THE ROTARIAN'S OPEN FORUM (Page 245)

SOME FOLKS LAUGH AT THESE (Page 247)

ECOS ROTARIANOS (Page 248).....Por D. B. L.

VISION OF ROTARY: "THE TRANSLATION OF ABRAHAM"
(Page 249).....By Lester Everett Foster

NEW ROTARY CLUBS (Page 252).....By Cecil B. Harris

CLUB NOTES (Page 253)

BOYS' WORK: "AM I MY BROTHER'S KEEPER?" (Page 256)
.....By Raimundo de Ovies

CLUB ATTENDANCE (Page 260)

THE MARCH BOARD MEETING (Page 261)

THE SKILL OF THE DEAF (Page 277).....By J. H. Spencer

GRADING THEM UP (Verse) (Page 278).....By J. Frank Davis

ARE SALESMEN BUSINESS MEN? (Page 281)

THE FAR-AWAY-NEARBY LAND (Page 285).....By Randolph Leigle

HOW DO YOU BUY YOUR MONEY? (Verse) (Page 285).....
.....By Edgar A. Guest

EXPLAINING ROTARY TO NON-ROTARIANS (Page 287).....
.....By Robin Lynn Hamilton

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Prison Psychology

By J. R. Perkins, Warden of the Iowa State Penitentiary.

I: THE PROBLEM



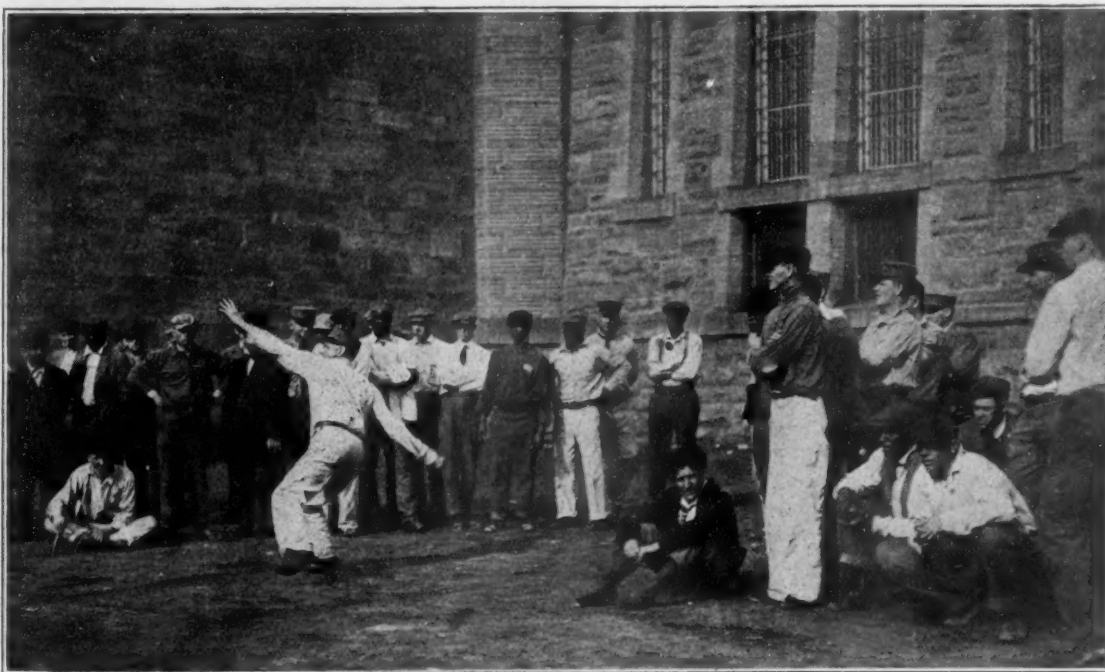
OMEWHERE between the jailer's view of the prisoner and that of the sentimental reformer lies the truth. The jailer's philosophy is the penal philosophy of a century ago—the criminal must be held until he dies, or is hanged, or until an organized effort from the outside releases him,—an effort on the part of those whom the criminal has wronged. The individual who is merely a jailer—and nothing more—views the matter

very much as one would stand guard over a tiger—interpreting most every move as inimical to his position as watchman. To this type of jailer, the State is composed of a number of powerful individuals who happen to be the political leaders during his own term of office and to whom he must render obeisance. His policy as a jailer is determined by what he reads in his favorite newspaper, especially if it happens to be reactionary, and by whatever long established precedent dictates. He does not think of his problem in terms of the possible rehabilitation of the criminal; he does not think of the potentiality resident in the soul of the criminal. The other type—the sentimental reformer—is the same kind of stumbling-block in the path of penal progress. Usually he is self-appointed; or the mouthpiece of a group of individuals who are ignorant of the field which they would enter and are more interested in sociological experiments than in the actual doing of good; or that type with an itch to expose imaginary conditions in penal institutions.

THE most difficult feat for a tight rope walker is not to keep his balance, but to gain it when once over-balanced. So self-recovery is far more difficult in the moral scale than for one to plod along, ox-like, and never go wrong at all. To gain one's moral equilibrium after having toppled, may require a test of character excelling that of one whose chief characteristic is not love

for morality; but a sort of moral caution. Thus the prisoner who comes back; the prisoner who rehabilitates himself and becomes a trusted member of society travels a moral and mental distance greater than one who never offended against society at all. This position may not find ready acceptance in some ecclesiastical circles; indeed, it may seem perverted moral reasoning itself; but it is synchronous with the whole Christian doctrine of return, sometimes called conversion. Anyhow, the highest moral consciousness is not necessarily resident in that staid member of society whose chief delight is in a solemn utterance of moral maxims and in keeping the letter of the law; it is resident rather in those who beat back after drifting away; who reappear after having gone down, and who quietly take their places again in the social order, scornful to become pulpiteers or lyceum stars commercializing their past sins and experiences. The potentiality of the criminal is far more than a theory; but the distance he must travel—and the distance society must travel with him—is almost immeasurable. There are certain theorists, without facts, who are positive that the criminal is as potential as any member of society, and there are backward looking individuals who are just as sure that the law-breaker is morally hopeless; but the discovery of the latent powers in this type of social derelict is for those serious-minded students of penology who bring something more than sentimentalism to the problem, on the one hand, and who, on the other hand,

are not shut up to conviction by hard experiences with the criminal class, leaving them insensate and pessimistic. The criminal is potential as timber land is potential; as the desert is potential. Only those who are willing to pioneer in a forest and level it and remove the undergrowth will ever discover the potentiality of that forest as a field for corn. And, which is a greater effort, only those who can dream a city in the desert



"The men who do not play in prison are as liable to mischief as are the men who do not work."

will ever behold one, and only those who are willing to pioneer in the darkness and stubble of a convict's soul may be rewarded after a long search, by light and riches.

NO over-night experiences with criminals will suffice. It is the long journey and often the great detour. And even afterwards he that seeks may not find; for every prisoner is not potential any more than is there great potentiality resident in every human being outside of the prison. The whole question resolves itself into this—is the game worth the candle? Are the returns, often meager for the investment, sufficient to justify one in the search? In a word, can those who are reclaimed make amends enough in returning to the social order to justify the experience? Undoubtedly. Of course, if society expects the rehabilitated criminal to achieve distinction, or to get great wealth, or to render some outstanding service to the social order, then it must be said that only disappointment will come out of the scrutiny of a reformed criminal's career. But if society is concerned with redemption—not so much as a sociological experiment and process to justify the sociologists—but simply a deep moral yearning to relate harmoniously the soul out of harmony with the laws of being, then the task is one of the highest moral challenges to society. There are numerous examples where former convicts have readjusted themselves, slipped quietly back into life and contributed to society's well being, becoming assets, and perhaps more so than many who have never gone to prison. Back of this readjustment has been the heartening belief of somebody in them. Perhaps a warden, a chaplain, a teacher, or a friend from the outside whose interest in the man starts with the motive of good and ends that way.

AND there is another side to the whole question—the potentiality in the soul of a prisoner has often been discovered because he was in prison. Perhaps the majority of prisoners would ridicule this idea; but those who study the prisoner at close range, noting the results from many experiences, are able to say quite conclusively that the prison serves a purpose in the life of some men. It is often true that when a man is arrested he is arrested in a two-fold manner; he is checked and brought face to face with himself. A young man killed an older man in a certain Iowa city some months ago and was imprisoned for life. A short while after his incarceration he said to the warden, "I wish you would help me find the people who reared me. I haven't been in touch with them for years." Seemingly a simple request, but in reality the uncovering of old and perhaps beloved incidents in the man's life. He was arrested, checked, brought straight up, and began to think. The prisoner is readjusted by a change of thought. Nothing could be more simple and profound at the same time. Crime is a direction of activity and rehabilitation is a direction of activity—the other direction. While in prison some men become more plastic than at any other period of their lives. Great is the opportunity of the skilled potter—and patient—with the most precious material in which he can work. The crisis of many a criminal's career is in the prison, and if that crisis hour is met and understood both by the prisoner and his keepers, then and there the great processes are started that will lead on to the second birth. Given an administration of moral perspective in any prison, of kindness and yet of firmness, and the public would do well to keep off no matter what news might emanate from that prison and no matter if one portion of the State might think the administration too liberal and the other portion of the State think it too reactionary. The problem of the prisoner is too complicated for anyone on the outside to be of very great usefulness. The warden—if he be more than a politician and a professional jailer—is about the only person in a position to yield a great deal of influence over a prisoner at certain periods during his confinement. And thru all the experiences a warden should not lose sight of the search for the potential. Quite more important than a prisoner gaining his liberty, in so far as getting on the outside of the walls, is a prisoner's attainment of liberty of mind and soul. As a prisoner once said to a warden—a most desperate prisoner—"No man is free until he is free." His

meaning was simple. He meant that escaping a prison is not liberty; hiding in Canada or South America or Europe is not freedom. All freedom inheres in the conscience. There are men in the penitentiary who thus are free and many outside of prisons who are not at liberty.

THEREFORE, to live and work with the prisoner to discover the crisis in his own life and meet it—this is preeminently a warden's problem and not the problem of the occasional sociologist, nor yet of the Governor nor of a Board of Parole. How shall the crisis in the prisoner's life which may lead to the discovery of that which is potentially powerful, be met? It can only be met by an administration's learning to go the whole distance, no matter the cost, to aid the prisoner achieve what he cannot achieve alone. Sometimes the means must be severe, though severity in prisons under the worst of conditions is almost a misnomer. Perhaps in the crisis the prisoner must be taught right relations with other prisoners—the sacredness of the human body. He must be taught that it is just as unlawful for him to slay within the walls as it was for him to slay without. For here is a society of five hundred or of a thousand men who have not been willing to live by the rules of the game, or perhaps were ignorant of the rules of the game, and now they are trying to live together on a plot of ground of just a few acres surrounded by grim, gray walls. Certainly the discipline of the prison society can not be less than that of society outside. The prison reformer—first the sentimentalist and perhaps never a sociologist—can not comprehend this. And it is a moral certainty that in this particular little world there must obtain all of those principles by which society at large is guided.

IT is surprising that anyone doubts the value of discipline whether in the army, the factory, the school, the home, or a penal institution. In so far as the latter place is concerned, discipline is just as vital to the inmate as it is to the administration. Only the theoretical penologist will call this in question. But give the theoretical penologist administrative powers in a penal institution and he will be forced to recognize the value of discipline. Discipline, like evolution, is a method. It should be taught first and administered last, if possible. The writer has found that the majority of inmates of a penal institution are teachable in this respect. They are taught to discipline themselves. No rational person will question the value of this. Society cannot hold together unless the members thereof discipline themselves. The man in the penal institution has refused to discipline himself in society and has been removed from it, so to speak. Upon a warden evolves the high moral obligation to teach the prisoner how to return to the social order and work with it, not against it. But perhaps twenty per cent of the inmates of a penal institution may refuse to learn the law of return. Perhaps they cannot grasp the ethical principle of the law; or, knowing the principle they despise it; or they yet insist on being a law unto themselves. At this point discipline must be administered and not taught. The writer is not speaking of physical punishment either. He means that an administration must have its way when there is a final conflict between it and this twenty per cent. Another phase of the whole matter which theoretical penologists overlook, and which I dare say those who do not believe in the value of discipline overlook, is protection—protection to the larger group. Between a lax and a strict penal administration, the average inmate, after having done time for two or three years, will choose the latter. So, in the crisis of the prisoner, he may have to be restrained and not coaxed, not petted. And with the prisoner's future only in his mind, a warden may have the unpleasant task of causing the scales to fall from a prisoner's eyes—if not of revealing the best that may be resident in the prisoner. In concluding this phase of the subject perhaps it should be said—though kindly—that the problem of the prisoner is so peculiarly and necessarily one of an administration, that the so-called reformer wholly over-estimates his opportunity and ability to aid.

THE discovery of the potentiality in the average prisoner, then, is a long process. One would not like to say that other agencies in society than a prison administration are inade-

quate in assisting this work; but it may be said emphatically that of all those who attempt to assist, the self-constituted prison reformer and the self-constituted penologist do not assist. The illusions of this type are most complete. The writer is frank to say that he used to be one who so labored in the dark and he thought that he worked in the light. There is nothing perhaps so inimical to sound penal administration as the belief on the part of the so-called prison reformer that he plays a large part in the rehabilitation of a prisoner by the occasional letter he writes or occasional visits he may make to a penitentiary. This is the most painful phase of the whole subject; but frankness is the better part. It will not assist the prisoner to assume merely that in all probability he is more innocent than guilty. Such an attitude does but add to the debris that obscures the potentiality. A majority of prisoners will tell you they are innocent. Society has wronged them; they have not wronged society. Sometimes, where the case is one of positive guilt combined with a most heinous crime, the prisoner will stoutly maintain his innocence. It certainly does the prisoner no good to encourage him in this attitude. In all probability very few men in the history of penal institutions have been absolutely innocent of the crime charged. In many cases where there is a stout assumption of innocence on the part of the prisoner an investigation will prove him doubly guilty. A case is on record in an Iowa prison where an inmate told a story so plausible that the administration and all the prison boards were deceived; but investigation proved he was as guilty on eighteen more counts as he was on the one for which he was given a term of years. What should be done with the prisoner who is a plain liar—a liar in spite of the fact that he has already been overtaken in crime and is serving a sentence? Certainly he should not be condoned, certainly he should not be indulged; he should be reprimanded and then he should be taught that lies lead to deception and self-deception causes many a man to break the law. The law breaker is simply an individual who will not harmonize with the community. The community is merely a group who consent to live after a certain fashion or according to agreed custom. The law-breaker is the individual in the community who either tires of the agreement or desires a wider freedom or seeks quicker return. So he violates the community code. He may kill or steal or rape or forge. Then the community lays hold upon him because he threatens the basic structure thereof. No sooner does the community lay hold upon him than he protests his innocence and protests it all the way from his arrest to his incarceration and afterwards. Therefore, it is fundamental in the criminal's rehabilitation to lead him to a point where he really indicts himself and admits his wrong against society. Society must make a choice between two methods in dealing with prisoners. First, society may rest its case after the

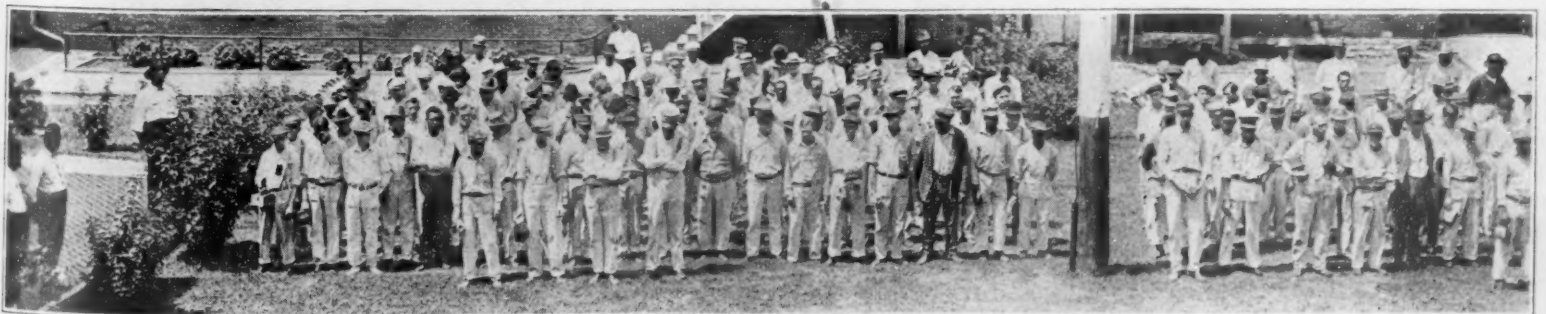
criminal has been sent to prison, forget him, and obligate the keeper of the gate to see that the sentenced man does not pass the portal until a given time; or secondly, society may feel obligated not to rest its case and take upon itself, or lay upon the warden of a penitentiary—which is better—the task of rehabilitation. Society is not safe simply because it has the ability to group criminals and surround them with high walls and put guards over them. Society is not safe until the causes that lead to crime are removed or until the schooling of the incarcerated has been complete and he is ready to return to the life outside the walls. In other words, the two methods are poles apart. The first is the easy way and many officials of society walk in it; they merely detain and restrain the prisoner, feeling no moral obligation to discover latent forces in his life and cultivate them until he is able to live by his own moral powers. The second is the steep and toilsome way—the search for the potentiality—and perhaps all too few have the courage to mount that way with



A Thanksgiving Day spread for the prisoners.

daily consistency. Like the finest vein of coal the potentiality is never near the surface. It will be found under a vast accumulation of moral and mental debris. Indeed, the moral capabilities of the prisoner may be so feeble that one has to walk by faith in dealing with them.

WHAT about the parole as a factor in the discovery of a prisoner's potentiality? The parole, as a factor is rather experimental, for the parole is nothing more nor less than organized society's willingness to give the prisoner the opportunity to readjust himself in the society he has wronged instead of slowly coming to himself within the prison walls. Or, in other words, the parole gives the lawbreaker the opportunity to return to the social order he has outraged and adjust himself to the group that a few months or a few years before had thrust him out. No discussion here is entered upon as to whether the greater number of men fail or succeed on parole. Perhaps a great array of figures could be matched on both sides of the question. The point of view emphasized here is that the prisoner—unless he be possessed of exceptional moral and mental capabilities—is far more apt to come to himself in prison than if he is held for a few months and then released from the prison and allowed to enter society again. Upon the other hand, undoubtedly there are many circumstances in which the criminal has been held too long. The discovery as near as possible of the time when the incarcerated should be liberated is the duty of every administration and it is indeed a great task. But deception is often practiced by the criminal in taking advantage of the indeterminate sentence. The more cunning criminal will make good in prison, not because he loves law and order; not because he loves discipline and rules; not because he has any



The chair industry workers at the Iowa State Penitentiary. To teach habits of industry in prisoners is a prime effort of every well conducted penal institution.

inherent regard for that which is morally right; but only because he is crafty enough to see that this is the shortest way out. This type exists in every prison of the land. In one of our Iowa prisons there was such a prisoner. He had done time both East and West as well as in the Middle West. He had thought the whole scheme out for himself and decided upon the course of assumed reform. He managed to ingratiate himself in the esteem and affections of the administration, he held himself aloof from the other men, he schemed to secure civilian clothes, he spoke occasionally of crooks and other undesirable citizens and his whole manner seemed that of a respectable and mild citizen who was being held in prison by certain cruel exigencies. Most everyone was deceived and his release by parole seemed certain, when something transpired that revealed the true character of the man. Overtaken in his scheme he reverted instantly to his real self. He began a systematic attack on the administration; he sought to smuggle letters and articles out of the prison and to certain prominent individuals in one grand exposé of the prison. The warden of this particular prison, not desiring to judge the man hastily, and always alert to note any changes for the better, bore with this individual and sought to analyze him. The warden carried this test as far as he could. Perhaps society had wronged the man after all; perhaps he suffered from some disease; but ultimate

analysis led to the discovery of an excessive ego in this prisoner; a philosophy of life totally faulty and a hatred toward society. The whole question resolves itself into a very simple query: Is there a psychological moment, so to speak, when to hold the prisoner longer will mean his rebellion against society and final degeneracy? Most prisoners so assert. The prisoner will tell you that it will do no good to hold him longer—do him no good. And often a time does come when it adds nothing to the dignity of the state to hold a prisoner. Justice has been done, the man has been cured, and is willing and able to return to organized society. But where the line of demarcation runs is most difficult to determine. Only those who are face to face daily with the prisoner are able in any measure to determine this. Society should be careful at one point, and so ought a prison administration. No goal should be set before the prisoner that those not in prison themselves are unable to reach. A man should be permitted to return to society on the same terms that other men live in society, and for that reason his schooling while in prison should be as complete as possible. Some men may be cured in a year or two, some in five, some in ten, and perhaps some not at all. For there is the problem of the recidivist, and men repeat as high as seven or eight times—habitual criminals.

II: APPLIED ROTARY



THE writer assumes that Rotary Principles are practiced by the majority of wardens, so this article may be rather academic to the head of the average penal institution; but the public has little understanding of the scope of human endeavor behind the gray walls. The ills of a penitentiary are widely advertised, or any so-called reform system that may be installed; but the daily service rendered the inmates of a prison seldom come to the light.

The warden of a penitentiary, unless he is preoccupied with other things, can not escape the obligation to serve the men. Every warden makes that discovery in his administration and generally chooses the toilsome way. Perhaps there are instances where wardens isolate themselves from their prisoners even as prisoners are shut off from society; but for the most part wardens, like men in other fields of human endeavor, come to think of their positions as obligations rather than jobs. Just because a warden is not advertising himself with some elaborately wrought out system of reform—which is more elaborate than reform—or because he refuses to allow a self-appointed group of sentimentalists to conduct his affairs, is no indication that he is failing to interpret his administration in terms of human service. The magnitude of a warden's moral and social problem is not understood by the public. The broken men who go to make up the average penitentiary are very far from the goal of their early dreaming; far from that normal state of body, mind and soul, which enables most of us to live rationally and effectively. Many of these men struggle against disease, and the relation of venereal disease to crime is easily established. It is the moral duty of a prison administration to search for any possible factors that may have led a man into a criminal life. The battle against disease made within the prison alone would constitute a heroic chapter in penal history. The writer has seen men enter prison so broken in body and mind that one would be more astonished if they kept out of trouble than if they got into it, and a year later has seen these men on the high road to recovery with their whole point of view altered toward society. One has no means of knowing what per cent of crime would be checked by the elimination of these diseases; but the results, if possible to tabulate, would be astonishing.

MEDICAL practice in a penitentiary, with surgery and dentistry and the work of the eye, ear, nose and throat specialist, is far greater than among a like number of men out of prison. So many who are sent to prison have physical deformities, defective vision, hearing and teeth. Operations

performed free of charge would cost from fifty to one thousand dollars if they had been performed for free men. The fight against dope is one of the hardest in the penitentiary and many of society's derelicts, made so by its use, drift to prison. The traffic in dope is very heavy in all the cities and towns of the land and the average penitentiary is unable to guard against it. Perhaps if every man could be "shaken down" in every penal institution in this country at this very hour some startling discoveries would be made. There are many methods by which dope is smuggled to the men behind the walls and this long-standing practice does not seem to be diminishing. Upon the other hand, the prison administration sets itself to the task of destroying a man's appetite for dope and some remarkable cures have come to the attention of the writer. I have seen men enter the Iowa State Penitentiary so deadened by the use of morphine that it required many days to bring them to a condition that anywhere bordered on rationality. Some of these men committed crimes while under the influence of the drug; were under its influence all through their jail sentence and trial, and under its influence when brought to prison. Whose problem is that? So we take these men after they are broken on the hard wheel of life and attempt rehabilitation. While on the subject of disease it will not be amiss to state that a warden is obligated to assist his men in breaking the fetters of melancholy that often are the results of a diseased condition, tho sometimes they are the results of old superstitions and fears that take away the hope and happiness of life. The treatment of the mind is a task within itself, and it can be accomplished in a penitentiary only by individual attention. A warden will never be able to turn the minds of men from old fears and defeats to higher things if his contact is only with the group. A new direction of thought for a prisoner means a new direction of activity. The writer has often said to the men, both in public gatherings and privately, that imprisonment is not a thing occasioned only by four walls thirty feet high; but is a thing of the mind and of the soul and he thinks that the men are beginning to understand. To drill this idea into hundreds of different minds and temperaments is a most difficult task; but the reward is great, sometimes very great.

THE writer abhorred a slum long before he became the warden of a penitentiary and to be consistent must abhor one afterward; and a slum within the little city behind the gray walls is just as inexcusable as a slum in a larger city unbounded by walls. Perhaps some of the older types of prisons were unspeakably filthy and a few of them unto this

day, owing to dilapidated buildings, are difficult to keep clean. But the old day of overcrowding has past and the relation of hygiene to good discipline is better understood. The writer feels quite sure of his ground when he says that an average penitentiary today is a far better environment for health than certain portions of every city of these states. Of course, there are penitentiaries that need improvements on this score. The writer was in such a penitentiary in the East some months ago—

a penitentiary that has been a political pawn for many years, and there was a yard full of debris; crowded quarters; crowded housing conditions; old shops and dark; and with it all an atmosphere of lassitude; a lack of that discipline which is so essential to the rehabilitation of a prisoner;—a demoralization within which was evidently the result of too much interference from without. You cannot remake men in a penitentiary in an atmosphere so unwholesome. The work of a penitentiary—the task to which the prisoners are assigned—is one of the most important features in his remaking. Nothing is so morally and mentally degrading as idleness and many a man loafing the hours away in the rear room of a saloon, or around a cheap lodging house, or along the tracks and in the parks, falls a victim to

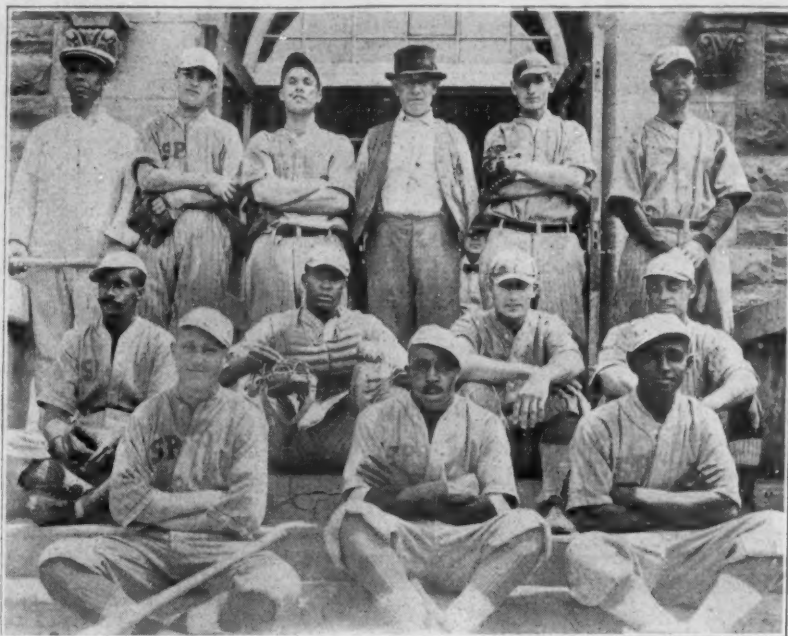
crime suggestion. The writer soon discovered at the Iowa State Penitentiary that close attention to work on the part of the inmates was vital to a successful administration in a two-fold manner. First, as affecting the financial success of the industries; secondly, as affecting the moral and mental welfare of the prisoners. Idleness in a penitentiary is an open road to degeneracy. A state that cannot—and does not—keep its prisoners employed should not be permitted to hold them. There are no idle men in the Iowa State Penitentiary. We had quite a battle on this score at first; but the victory has been won. Even our one-armed and one-legged men have light tasks. The only men who do not work are those who are ill. What has been the effect of this policy? First, the penitentiary has become self-supporting for the first time in its history, and in the second place the morale of the men is high. Work has re-made many of them, and when they go out into the world they will face their task with a fine understanding of the necessity of labor—something perhaps they did not have before they entered.

THERE is a markt affinity between illiteracy and crime. One feels pretty sure of his ground when he says that education is not only a crime deterrent—but even after a man has embarkt on a career of crime education will check him and give him a new direction. Someone may ask, How about the educated crook? In the language of the negro who saw the camel at the fair, "There ain't no sich animal." The educated crook exists in fiction but not in fact. In the Iowa State Penitentiary there are perhaps but three men who ever went to college, and they did not remain long. Perhaps there are no high-school graduates in the Iowa State Penitentiary and less than a dozen men who went to high-school more than two years. Most of them left school before they reacht the sixth grade: but imprisonment begets a desire in a man for knowledge. Men who cared nothing for books, pursuing a life of crime, turn to them behind the walls, and there books become potent in the healing of mind and soul. The writer has always believed in the efficacy of great books; in the cleansing of the mind with the great thoughts of the great thinkers; and even with men whose education is most rudimentary there is the possibility of placing

just the book in their hands that will alter the whole current of their lives. We have had some interesting experiments at the Iowa State Penitentiary with certain volumes. They have been adroitly suggested by the warden and seized upon with avidity by the men. One suspects that better literature, and more of it, is read in the penitentiaries than in any other circle of the same number of men. We have a library of eight thousand volumes and all the leading magazines are taken.

The men read ethics, sociology, history, the fine arts, biography, science and the whole range of literature. As illiteracy breeds crime, how zealous the state should be to educate the children of its weaker families!

CRIME breaks up a home. The disgrace, the notoriety, the scandal—all contribute to destroy this pillar institution in our civilization. When a man goes to prison not only does he take the wreck of his own life, but behind him is a wreckt family. Nothing could be more tragic than this double tragedy. This constitutes a problem of so many ramifications, and is so delicate, that the average warden is at a loss to know what to do. The writer is slowly evolving a plan to bridge the chasm between the prisoner and the family. It is obviously impossible for the state to pay union labor



The baseball team is an institution as old as the prison itself.

wages to men who have had their citizenship taken away from them. The average prison industry would not stand such an economic strain for six months. The annual cost of maintenance for the average prison is so great that union labor wages for inmates would prove disastrous. There are certain organizations that are attempting to devise a plan whereby the state may be reimbursd for the maintenance of the prisoner and the prisoner in turn receive union labor wages. The unsoundness of such a proposition is obvious from the outset and originates in circles that seem pleased to deal in theories instead of facts. Inmates of most penitentiaries receive some compensation for their labor. In the chair industry of the Iowa State Penitentiary all the two hundred odd workmen are paid, and in most instances are rated according to their efficiency. The compensation perhaps is larger than in most penitentiaries where contract labor has given place to the state use system. Of course it must not be thought that all prisoners have family obligations. Perhaps less than forty per cent of the inmates of the Iowa State Penitentiary have families and not all of these families are needy by any means, though some are not very fortunately situated. The writer has seen fit to interest himself in a prisoner's domestic troubles and, as has been said, is now working on a plan that will connect the community with the family of the incarcerated man. Perhaps one of the greatest factors in a prisoner's rehabilitation is to bring to him a consciousness that the state is working sincerely on his family problem.

PLAY is even more curative in a prison than work. The men who do not play in prison are liable to mischief as well as the men who do not work. For that reason the writer has laid a great deal of emphasis upon sports, even entering into the game with the prisoners, and without any loss of official dignity. Baseball was the only game played in the institution when the incumbent became warden and was played on a narrow field. Two old buildings were torn down and the ball field enlarged and beautified. A track meet was held the first year of the present administration and fifty prizes, secured from various Rotary Clubs, were offered. The meet was unique and inspiring. Last fall at the close of a successful base-ball season during which the prison lost but one game,

foot-ball was instituted. Basket-ball was introduced at the close of the foot-ball season and an excellent and adequate gymnasium was made in the second-story of an unused building. The prisoners played ten games against the various high-school teams. Iowa has a forward-looking Board of Control and the warden has been supported at every turn in his efforts to rehabilitate the prisoners by work and play as well as in other directions.

PERHAPS this question might be asked, What about religion? Well, religion after all, or a man's faith in it, is the result of a certain measure of happiness and well-being that he gets out of life. The writer feels that real service to

the inmates of the Iowa State Penitentiary is a sermon within itself, though he would not attempt to leave the impression that the sermons preached at the institution are not productive of the highest good. He is emphasizing simply that religion in a penitentiary may come out of the regard which the administration has for the wellbeing of the man and not because the articles of a creed are propounded. To restore a prisoner's faith in God and in the moral reason of the universe—and such restoration is imperative in the great return—is a process not always comprehended in our theologies; for belief in men, the high faith in one's fellows, the passing of cynicism and the dawn of trust are attained rather by justice, right relations, and mutual regard.

Cooperation and Coordination

By B. F. Harris, Chairman, Committee on Business Methods, I. A. of R. C.

THE gauge of our success is the assistance we give others to succeed.

How is that for a Business Method suggestion?

The Rotarian is not complacent, never self-centered nor satisfied; but ever building upward and onward in his business and his classification.

The 1917-18 Committee suggested that he take an earnest lead in his craft association; that he actively engage in the local, state and national association work, where any exists, and help organize where not so organized.

By assuming leadership in his trade or craft association, he becomes an active agency in stimulating higher ethics in business and his classification.

Can our 1919-20 Committee do better than urge the practical application of these suggestions?

Rotary's great opportunity, privilege, and obligation is not to monopolize but to universalize the Rotary Spirit and its Business Methods—to cooperate with and aid in the coordination of all the interests of the community.

HOW can we start cooperation and coordination at home?

Recently—in a thriving city, whose Rotary Club included some five members of the automobile industry, a County Automotive Association had been formed covering all phases of the industry.

A Rotarian was properly its president. He shortly arranged for a dinner of some 150 men made up of the owners, managers, salesmen, mechanics, and practically all of their employees.

This fine family sat down to a good dinner and when it was well along, the president announced an automatic Rotary roll-call. Then, this all too unusual social group stood, one after another, and gave his Christian name and surname, and stated his part in the work of the firm with which he was associated. This, as always, broke all reserve, and on to the night's end—and far beyond—a real comradeship prevailed.

Realizing that this giant industry has grown up almost over night, is just beginning to find itself, and has many new and inexperienced business men, a Banker Rotarian, had been asked to talk on Business Methods, Credits, Cooperation—in fact, Rotary in general.

Rotary ideals required that it be made plain that Business is a real game and not a free-for-all fight; that the business world is one of system, not chaos.

The fundamentals of Business—common to all business in general—were outlined; the many and large items of overhead that follow every business regardless of sales of one or a million dollars; that wages can only be paid out of profits; the relationship of one branch of the automobile industry to another and to all; the interest of the employe in his employer's business, and of the employer in the employe; of character in both; that the employe of today is the business man of to-

morrow, if he has Rotary ideas of method, character, and the square deal.

With a number of talks, and, best of all, a two-hour round table of questions and answers touching every imaginable phase of industry and of social, economic and labor problems, a new spirit was there and then born to Rotary's renown, for Rotary had done real service.

I cannot imagine a more practical, helpful, hopeful gathering in any community than such an one.

Every Rotary Club should encourage such gettings together of many or most of its classification in just this way under the leadership of the classification members, and with cooperation from many other Rotary members whose classification touches or owes Service.

There is real Rotary, real Method, real Business, real Service, real Results in this—how can you beat it?

ARE you thinking seriously of some of the great national problems that confront us? Theodore Roosevelt said: "There is one quality that we must bring to the solution of every public problem—that is an intense and fervid Americanism."

In Rotary—Americanism, Cubanism, Great Britainism, Canadianism, are all synonymous and interchangeable in respect to the fact that the highest aspirations of every Rotarian are expressed in his devotion to his National Ideals.

In the matter of "Business Methods" in business correspondence,—and as a diversion,—there is a real study in the following letter:

Sparksville, Texas.

Gents:—The gas engine you sent me stops when there is nothing the matter with it that's the trouble. It wouldn't be so bad if it stopt for some reason and anybody knows there reasons enough for it to stop. I received the book which you sent me which is named "What Makes the Gasoline Engine Go." I ain't read it yet, because what's the use reading it when I don't care what makes the gasoline engine go as long as it goes, which mine don't only occasionally. What I want to know is "What Makes the Gasoline Engine Stop?" If you got a book called that send me one. I want to know what makes my gasoline engine stop when everything is O. K. and nothing is the matter except that it must be a rotten engine.

HIRAM DIGGS.

The great, self-centered, patient public are much like Hiram Diggs in many respects,—too many of us don't look in or ahead. So long as things go,—well and good. But now that they don't go "only occasionally," or "backfire," they are becoming concerned about their "rights,"—and it is high time they should be concerned. The fact that they are should lead them to consider their duties.

The faithful performance of our duties to society and state constitutes our claim to our rights. Moreover,—it is the means by which our rights may be preserved and not infringed.

"Tomorrow I will live," the fool doth say.

Today itself's too late; the wise lived yesterday."

Rotary and Labor

By Allen D. Albert



THE world is not going mad. It is still in God's hand. No matter how worried you are over strikes, high prices, Socialism, Bolshevism, or any other creature, this is true. What is happening 'round about us these days augurs good, not ill, for humanity.

Employers need particularly to understand this. Workmen need to understand it also; but not so desperately. The investor and the manager feel conditions changing beyond their control and naturally they incline to believe that the world is headed straight for the devil.

We should follow humanity through the centuries to keep our perspective. In history pretty nearly everything that happens has its beginning a good many centuries back. The solidarity of British labor after the Great War began at the Pyramids.

Today's unrest, with all its merit and demerit, is a stage in the development of a fundamental truth—that Civilization progresses just about as the workman's share increases in the product of his labor. The builders of the Pyramids got nothing but bare shelter and food; they were slaves. In the Mediæval centuries the workman's condition improved. Then the factory came along, with a new control of the workman by the investor, and shortly the man at the machine got still more. When the smoke and jangle of this after-the-war adjustment clear away it will be found that the workman generally over the earth, has come to share still more in the product he helps to create. I hasten to say this is not Socialism. It is not any ism. It is merely Civilization.

THE world is growing to be a better place to live in, that is all. It is making progress by strengthening the whole body of the people. While some leaders think to hasten the process by destroying Capital, which is Socialism; or dividing everything up, which is Communism; or blasting all government that operates through force, which is Anarchy, old Civilization grinds along using the agitations of these isms, or the rivalries of political parties, or the ambitions of Kaisers, or the strength of trade unions as she happens to find them.

To most of these agencies the Rotarian arrays himself in instinctive opposition. Whatever increases the share of the workman he is likely to call "Socialism." In my observation—which I think is not unkindly—he confuses Anarchy with lawlessness and sputters at the mention of either. When political leaders make concessions to Labor they are "selling out" or "going over to Socialism." As for the trades union—Well, hear a good Rotarian, a college man, an American generously given to public service:—

"I think President Gary is the rock of American liberty. I'm against the union whenever and as long as it asks me to deal with men other than my own employees. If I can't run my own business I'll get out of it. As long as I run my plant, no union can force one of my men to belong to it."

That is a declaration in which I think the body of Rotary employers, that is to say perhaps 80 per cent of all Rotarians, would have joined before the war. Not so many would join in it now. And that particular Rotarian, after hearing an evening's explanation of the course of Civilization, made honest confession that he was ashamed of ever having been so stupid in his devotion to his own privilege.

What about the union? I think the answer from the students of social science thruout the world is this:

"Imperfect as it is, badly led as it often has been, sold out as has happened to it too many times, it has nevertheless been one of the two most powerful agents in the recent increases of the workman's share. The other powerful agency has been the development of a larger general intelligence, a finer spirit, a better human nature, among all the folk of the world."

A larger general intelligence and finer spirit, were prerequisite, indeed, to the existence of the union. Making men stick together is predicated on a high degree of intelligence. The clearer the understanding among men the quicker they are to see the strength that lies in moving as a unit.

The confederation of the Allies could not possibly have been achieved in any earlier year. It is no accident that American typesetters have one of the strongest unions in the world. Unskilled labor is everywhere difficult to organize.

Unless the typical Rotarian is willing to fight the public schools, he must make ready for a larger and ever larger collective action among workpeople.

Then, as this movement grows among the men of his own shop, the Rotary employer can do one of three things:

He can fight the demands of his men without compromise.

He can compromise.

He can make partners of his men.

It is no compliment to the intelligence of employers generally—including hundreds of Rotarians—that as a class they square away to do the first and end by doing the second.

With comparatively few whole-hearted exceptions they either do not consider the third course or put it aside indignantly as giving over the management of the shop to other people.

For their pains in trying to stop the course of Civilization, our English-speaking employers as a class thus work themselves into this remarkable position:

They lose money thru every disagreement. By every compromise they strengthen the cause of collective bargaining they have set out to defeat. They make concessions against their will only to discover that the concessions work for the good of humanity and, if big enough, for the good of the investor. Finally, in the face of all their yielding, they foster, not the finer spirit and better nature among men, but a going astray toward "class consciousness," a dividing of the shop into hostile camps.

I WOULD not seem to be out of patience with the employer. It would be easy to write a defense of him; but it is hard, sometimes, not to smile as he labels himself "practical."

Why, a philosopher utterly impractical in the estimation of the American Manufacturers' Association, like Herbert Spencer, could have told half a century ago how inherently Pyrrhic is every victory that the employer wins over his men! I have more than once exprest to Rotary employers the wonder I feel that men so eager to employ specialists in every other field should disdain the clear insight of specialists for the welfare of their laboring forces.

Outstanding before the background of the average of us are perhaps five hundred, perhaps a thousand employers among Rotarians who are too perceiving, or too instinctively humane, too responsively attuned to the spirit of Rotary, to fight Civilization. These exceptions have tried the third of the three courses, the making of partnerships with their men.

Such an exception out of the membership of the Piqua club, comes into my mind as I write. Another is a member of the Kansas City club and chairman of our International Committee on Relations between Employer and Employee. I think of one lately, a member of the club in Hamilton, Ontario, whose taking away toward the close of the war was a black loss to his workpeople and to Rotary alike.

Our delegates to the British Isles made friends, I have no doubt, with a score of such exceptions overseas. In Cuba, our commission of 1917 met more than one Rotarian who was adapting the advanced teaching of social progress to the living conditions of that bountiful country. Every club in Rotary, I suspect, could cite employers who have substituted partnership for the antagonism of the ages and have found it practical in every right sense.

These concerns permit the workman to earn a share in the profits. They constitute a conference of men and managers to be the authority that fixes the hours of labor, the wages, the shop conditions; everything save the broader general policies of the enterprise. They maintain only one reservation, a reservation that reaches to the core of most misunderstanding—fair play to the investor.

By that reservation, such employers lift the welfare of the investor out of the entanglements of bitter class antagonism into a personal concern of the workman. By the partnership so brought into being, these Rotary employers are building co-operation where the older attitude almost compelled alienation.

Rotarians, of course, did not originate this movement. I do not know where or how it began: but I do know these two things—that the movement is peculiarly consonant to Rotary and that many who have adopted it are not Rotarians.

In various sections it has different names. Ohio speaks of the "Procter and Gamble Plan" and the "Browning Plan;" Illinois of "The International Harvester Plan;" many localities of the "Shop Council Plan;" Great Britain of "Profit Sharing" and "Joint Management." The political economists have discussed the need of it for thirty years past.

THE results are too new to be measured. Thus far they are almost wholly good. They include larger dividends, greater productivity per machine, higher wages, shorter hours, a spirit of fellowship that embraces managers and investors as well as workmen, and immunity from strikes. In a word, they seem to offer new proof that Civilization, or Order, or the Great First Cause, or God—however you name the Deity—is not only all-powerful, but all-wise.

I suppose every such shop will admit that its present arrangement is far from perfect. Many investors are openly against the whole idea. It is certain that shop-councils are to be violently fought by many union leaders.

Here and there the men ask too much. Here and there the managers make nothing better than a cloak of the shop council. Always, because the councils take power from managers and labor leaders, opposition to them is to be humanly expected and patiently worn down.

With every allowance, this device of fellowship, this impressive disproof of the Socialist doctrine of "increasing misery," has in five years established itself as the most favorable way out of our increasing industrial turmoil. It is conferring so much of prosperity upon corporation and workman alike that it is being generally, if slowly, accepted and approved. Our generation, in my sight, promises no other contribution so large toward the fulfillment of the eternal plan of Civilization.

The most troublesome difficulty to be met now is in the mind of the employer. He is likely to think as did the college man to whom I referred at the beginning of this article. This is a difficulty that cannot be legislated out of the way. As older writers would have expressed it, it is "inly" in men—within the man himself, a part of his nature, and to be reached only thru the channel of his spirit.

Now that very fact, it seems to me, makes this a true opportunity for Rotary: not, it may be, Rotary's largest opportunity; yet one so large that the contemplation of it must make us humble.

I have never agreed that our clubs, either singly, or in groups are in a position to frame or espouse new laws, to sit as boards of arbitration, to come forward as representing the "employing class," or otherwise to serve as organized agencies of action in controversies between managers and men. This is not Rotary's distinctive field. On the contrary, it is a field that Rotary cannot enter without endangering a larger and more valuable usefulness.

I would have Rotary help develop individual employers to show the way to the world. I would have her accomplish this by giving a large portion of her program time, this year and next, to the education of Rotarians in the present position of labor.

More than 90 per cent of us, in all probability, are employers. Let those of us who have given trial to methods

differing from the ancient warfare tell our stories. Suppose we summon from the faculties of nearby colleges such specialists in social science as can interpret the progress of labor. Let us produce for Rotarians to read the publications of organized labor and the Civic Federation.

Remembering that Rotary's responsibility is to the individual Rotarian, let us inform each other—you and I—out of our reading and experience. The honest-heartedness of our meetings will hold us true in the discussion to our better selves and the wide variation of our callings will enable us to discover workable methods in applying that better self.

Is not that the way to develop individual employers to show the way to the world? Is not that, after all, merely applying to this one cause the essential spirit of Rotary?

ONE whose name will ever be linked with Rotary for the unintermittent service he has rendered to it, has proposed to me that this shall be Rotary's first responsibility. I think of it as one of possibly three or four causes which make special appeal to us Rotarians in this Year of Grace, 1920.

Things work together in life, especially in the Rotarian's life. We shall be in better mood to do this service and be better qualified if we know more of Rotary, so I would put this cause alongside that of education in Rotary. We shall be better employers if we are better fathers and big brothers, so I would put this cause alongside Rotary work among boys.

Another Rotarian, zealous always for Rotary as a philosophy of the larger values, has written for the Rotarian that he believes Rotary has nothing to do directly with the relations of employer and employee.

How poor our philosophy would be if we could not relate it directly and concretely to a definite problem. "A Higher Conception of Rotary" contains so much that Rotary needs to know that I hesitate to disagree even with a sentence that does not strike off, so to speak, the thought of the article as a whole. Yet in the February issue of THE ROTARIAN, McFarland wrote:

"In our colossal unwisdom we have even taken up the question of capital and labor."

We could not strive towards the ideals this author then proceeds to expound if we did not take up the question of capital and labor. All that he states so eloquently would be lost, I feel, if we did not seek to interpret our Rotary philosophy constantly by relating it to our individual problems in business, in citizenship, in the range of our spiritual concerns. There, I know, McFarland and I stand together.

The discussion of this subject in Rotary sessions must be expected to disclose divergent views. Not every employer will accept the hypothesis upon which this article is based. One club has even gone so far as to contemplate a telegram to President Gary congratulating him for holding the fort of American liberties.

Out of the discussion, however, in an atmosphere evocative of that which is best within us, must come new wisdom, new high purpose, new agreement. And if social science is in error, the economists and sociologists everywhere will be glad to be corrected.

Rotary has now come to be a numerous company of men, kindly, alert, modern, desirous of holding only to what is good in the old, ready to take what is good in the new, unashamed of good impulse, radiant with good nature, devoted to the welfare of humanity. From such a fellowship, Civilization may rightfully expect leadership in fulfillment of her plans if only by thought and conference those plans can be made clear.

As we weigh this new partnership we shall find ourselves regarding it more and more as a composite of three elements justifying hope for a new happiness among God's children.

The employment of men by men can never again be regarded as an exclusively private interest.

In the new shop partnership here described we have employment under conditions favorable to individual incentive as once it existed in the unorganized shop.

In the preservation of that incentive we have the only reasonable prospect of enlarging the production upon which the world must wait for surcease of its present hunger.

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The Convention Executive Committee

By W. A. Graham, Jr., Convention Secretary, I. A. of R. C.



HOSPITALITY features for entertainment of those in attendance at the sessions of the Eleventh Annual Convention of the International Association of Rotary Clubs, opening in Atlantic City, N. J., on Monday evening, June 21st, having been described previously in THE ROTARIAN and elsewhere, something as to the personnel of the 1920 Convention Executive Committee upon whose shoulders largely rest the responsibility for success of the big meeting may not be amiss at this time. Visiting Rotarians naturally will be inclined to wonder who constitute the "works" of the entertainment machinery destined to revolve smoothly for the comfort and pleasure of the guests who journey to the shore.

Selection of the Convention Executive Committeemen was made by International President Albert S. Adams from the membership of the Atlantic City Club as the entertaining body. The members were chosen after very careful consideration of suggested appointees. Whether they were qualified to perform the big job, and had the time to devote to it, even to the exclusion of their private affairs, were points to be determined. Preparation to entertain several thousand visitors for a week is a task of no mean proportions, altho in Atlantic City, the business of which consists solely in selling rest and pleasure to millions of guests during the course of the year and handling large crowds for short periods, the difficulties as to accommodations which confront most cities do not arise. Hotel facilities are ample and excellent.

THE Committee is headed by Joseph A. McNamee, City Clerk of Atlantic City and first President of the Atlantic City Rotary Club. He was Chairman of the Campaign Committee of last year, going to Salt Lake City with the invitation from the resort club. He also became known to many Rotarians thruout the Middle West on a trip he made in advance of the Salt Lake City Convention to acquaint them with the fact that his home city was in the race for the 1920 meeting. "Uncle Joe," as he is affectionately styled by a host of Rotarians, has been a moving force in the preparations for receiving club men from all Rotary. He has literally lived and breathed Rotary convention plans since the glad tidings that Atlantic City had been selected for the 1920



re-union were flashed to the seashore. He is sitting at the helm of the convention committee at its frequent meetings in headquarters in the City Hall Annex, and is determined that so far as he is concerned the promises of hospitality and actual comfort during the week of June 21st shall be fulfilled.

If a single word were desired with which to describe "Joe" it might well be taken from the slogan that Rotary has made famous, and that is "service." He has served the Atlantic City public, resident or visiting, in many capacities during his long residence. He has been identified at various times with railroad, banking and building and loan interests, and at present is filling an official position. Practically every leisure hour is devoted to work for some civic organization, prominent among them being the Chamber of Commerce of which he is a past president, and the Travelers' Aid Society. He was active in launching Boys Work in the Atlantic City Rotary Club, following conferences with John Dolph, Washington authority on that line of endeavor for Rotarians, resulting in the "adoption" of a boy by each member of the club. Just at present, however, Chairman McNamee is concentrating his efforts on the big job of pre-convention arrangements.

PRESIDENT Leonard D. Algar, of the Atlantic City Club, was also active in the work of the Club Committee to secure acceptance of the invitation to International Rotary. He served as secretary of the temporary committee and to him will be due a large measure of the credit for successful preparation, for he has given unsparingly of his time and efforts, altho head of a busy shop on Atlantic avenue. He in fact suggested the personnel of the Convention Executive Committee, of which he is *ex officio* a member, at the instance of International President Adams. Results so far have demonstrated the wisdom of his selections. Len, too, is prominent in the



activities of civic associations, the Chamber of Commerce, and the Boy Scouts Council. During the World War period he was foremost in a drive to raise a fund for the War Camp Community Service, acting under the auspices of the Rotary Club, and later became the directing chairman of the local committee in charge of the administration of the money. Thruout the war, from early in 1917 until long after the armistice, soldiers, sailors and marines who came to the sea by the thousands for week-end leaves of absence found lodging, "chow" and free admissions to Boardwalk amusements, including baths in the great bathing establishments on the landward side of the famous Boardwalk, simply by applying at the War Camp Community headquarters in the Morris Guards Armory which was transformed for the time being into a dormitory. This was a work that called for sacrifice of much time and the doing of work of a detailed character, but its reward was the gratitude of the boys who were permitted to enjoy the entertainment.

Beside that service, Len, who is a banker, found opportunity to head two of the Liberty Loan drives in the role of executive secretary, selling more than the resort or county quota in each instance. By way of diversion, Len goes in for golf. He is a member of the Atlantic City Country Club where the Rotarian Convention tournament for the International trophy will be held some time during the week of June 21st. He is an ardent golfer and keeps fit for business and civic service by the exercise he takes periodically on the links at Northfield.

THEN, there is Jimmy Logue,—Dr. James S. Logue, osteopath, to be formal. Dr. Logue fathered the Atlantic



City Club, of which he is the immediate past president, and had the honor, too, of being the author of the invitation to International Rotary to meet there this year. Undaunted by the fact that other cities might feel they had a prior claim to the distinction of receiving their International colleagues, he suggested a shore visitation, and was keen for the success of the campaign. From the outset he has been sanguine of the happy outcome of an International Convention in Atlantic City, knowing

that the resort is well able to care for the visitors. He is a firm believer that the attendance will be record breaking.

Dr. Logue had the somewhat unique experience of visiting Europe with his wife during the World War before the United States became embroiled and witnessing Rotary Club activities under decidedly adverse conditions. He traveled thru the British Isles, taking luncheon with Rotary Clubs of the cities where he sojourned. He cherishes hope of renewing friendships with Rotarians of the British Association during the coming convention. The Britishers are expected to be well represented at the 1920 gathering.

It was thru an osteopathic delegate to a Rotary convention or conference in Philadelphia that Dr. Logue first became interested in the association, and he has been an enthusiast ever since. He plans to assemble all of the osteopaths at the June Convention for a section meeting.

CONVENTION funds are in the custody of A. J. Purinton, treasurer of the Executive Committee. He is well fitted for that office, being Receiver for the Atlantic City and Shore Railway. Arthur is not loquacious, believing in works rather than in words, and usually is to be discovered on some important committee quietly and efficiently performing the duty confronting him. Thru his hands will pass the big sum necessary for entertaining the army of Rotarians who will invade the resort in June.



Arthur is identified with the Chamber of Commerce and was active in various welfare movements and drives for patriotic funds and purposes during the World War. He is a street railway man of long experience, coming to the shore to manage the local trolley car systems connecting Atlantic City with Ocean City and the adjacent county of Cape May.

RAILROAD problems for solution by the Convention Executive Committee have been referred to Samuel P.

Leeds with certainty that if any concessions for fare reductions or special service are desired he can obtain them provided they are within reason. Sam is a hotel man, being one of the owners of a large beachfront hostelry open thruout the year. That would afford enough work for most individuals; but is merely a side issue with him. He does a day's work before many of the Rotarians have arisen, and then is free to devote the rest of the 24 hours to something in which he is more interested. He is President of the Chamber of Commerce, which



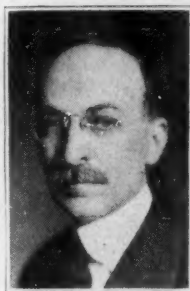
thru personal effort he has largely augmented in membership, and represents his line of business in the Rotary Club. He is a member of the Atlantic City Hotel Man's Association which has pledged co-operation in June.

He is guiding spirit of the Atlantic County S. P. C. A., having learned to love dumb animals on the up-state farm where he was born. He is also a lover of young people, and recently rejuvenated the Boy Scout Council, assuring the development of the Scout movement for the benefit of lads of the community.

As intimated, Sam is in cordial relations with railroad executives. In fact he is the unofficial emissary of the resort in the securing of improved train service to the sea and thru his endeavors in that direction Atlantic City has been widely advertised. Friends of Sam maintain that he might have become a power in the railroad world had he not embarked on a resort hotel career. For amusement he goes down to the

railroad yards and inspects the rolling stock. He knows every big locomotive by number, and can address the engineers by their first names. Traffic problems are the puzzles he loves to solve and in the office where his electric lamp burns brightly until late every night, is to be found a collection of pictures revealing the progress in locomotive construction from the early wood burner until the present.

AUTOMOBILISTS who roll to the shore across the level stretches of South Jersey have had the pleasure of



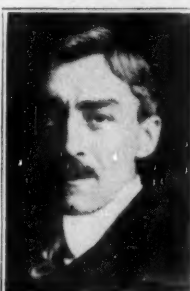
meeting W. Chandler Stewart, representing garage interests in the Rotary Club. Like his colleagues on the Convention Executive Committee he has taken no small part in the resort development. He met demands for service with a ready response. Like Len Algar, too, he was closely identified with War Camp Community work in Atlantic City during the World War. Mrs. Stewart joined her husband in that good service, organizing and leading a corps of women and girls who operated a canteen for visiting troops and tars. As a garage man Chandler is associated with all movements making for improvement of the cross state roads connecting Philadelphia and New York with the seashore, over which, in the course of a season, roll thousands of Atlantic City visitors.

INSURANCE is the business of Edward A. Wilson, second president of the Atlantic City Rotary Club and a past



president of the Chamber of Commerce. But agriculture is his hobby. Ed retires to his country home at Absecon, near Atlantic City when the spring dawns and to him the smell of freshly turned earth is as the perfume of the Orient. He always heads the county fair committee of the Rotary Club, annually offering an array of prizes as an incentive to the farmers to compete in production of the vegetables and fruits in which they specialize. "Rotary Day" is an event at the fairs, when trophies are awarded. The political arena has also lured him from time to time and he has served his county in the State Senate.

RECORDS of the convention preparations are being kept methodically by Jacob Troeller, secretary of the Atlantic City Rotary Club. Jake is an accountant by vocation, and is typical of his profession. He entered upon his secretarial duties last spring, and desiring to familiarize himself with the procedure of up-to-the-minute secretaries of other clubs, traveled to the Salt Lake City Convention.



—®—
This completes the line-up. Every Committeeman is on the job and determined to make the 1920 convention an epoch in the history of Rotary.

HAVE YOU EVER SEEN THE SEA?

THE SEA, known also as the Ocean, is a quaint conception, famous in song and story, with which every Rotarian should acquaint himself. It can be viewed at any hour of the day or night—no extra charge—by looking eastward from the Boardwalk at

ATLANTIC CITY IN JUNE

This Conscience Thing

By Strickland Gillilan



FELLOW'S got to stick to his conscience and mind it pretty sharply, or he'll lose his anchorage and get into all kinds of a mess. But by the immortal heck, I'd like to understand a few things about it.

I travel around a great deal, and see all the kinds of people there are. Nothing human is below my research, for I am human. I can conceal it no longer. There isn't a human being who ever feels an impulse, no matter how bad, who I have not sometimes felt, in embryo or in a later stage than the embryonic.

No man ever committed a crime, no matter how revolting; but that, at some time or another, I have stood hesitating at the parting of the ways where one branch led toward that very thing.

These are shuddersome thoughts, bo, I'll admit. But they're red-hot from the anvil. I know they are thoughts, for I thought them myself. They are personally conducted thoughts, and not imaginary, absent treatment affairs.

I have been kept from awful things and from the things that smirch and smear and stain and befoul a man, by an active and tyrannical and oft-resented conscience. That conscience was born and bred in me, and I believe it has kept me from a lot of fun; I know it has kept me out of a lot of trouble.

The thing I wonder about most is whether that "still small voice" is in every man as positively as it is in me, or whether he has an accumulation of moral ear-wax on his moral ear-drums that keeps him from hearing; or whether it is just plain disobedience.

I haven't the least idea. I see fellows on the road—married men; as lawfully and as sacredly married as I am and who are fathers—who, without any sign of reluctance or apparent sense of shame, go out and follow animal tendencies as if there were no tomorrow. The thought of what their wives would think of this if they knew it, seems merely to add zest and to make them chuckle and enjoy themselves more.

Now I couldn't do that to save my life. If I were to do so, I should ache and shudder for the rest of my life. I should feel that I had no earthly chance for forgiveness because I had done these things in the face of fair and square orders to the contrary. I would feel that I had done these things knowing they were wrong and forbidden. I couldn't look my wife in the face again, or my children who believe in me.

This is no pharisaical moral pose. It is a biological fact. It is not a virtue in me. It may be cowardice, I don't know. I follow conscience to keep comfortable. I merely know it keeps me healthy and keeps taint and stain and shame out of my children's blood and, I hope, will fill them with the same kind of cowardice. For, though it be cowardice, it helps some.

Yet what has a fellow to do with that, himself? If he hadn't been born with that fear—part of which, no doubt, is physical caution and a sort of Scotch canniness—would any mere virtue or knowledge that "it is wrong," take care of him? I doubt it. What do I know that the fellows who do those things are ignorant of? Not a consarned thing. They even know more about it, from experience, than I know. They see the effects of these things and talk freely about them and seem to think they acquire merit by faring swaggeringly forth and taking their chances. Of course, if it were only their own chances they took, it would show less of meanness along with the courage.

They are preparing themselves to breed—when they marry a decent girl, which they will when they get ready to "settle down"—a tribe of conscienceless libertines whose impulses are their masters and who are tost about, rudderless, by the gusts of physical passion. Most of these chaps are punisht in this life. I'm not strong for that after-hell business, I am compelled to say, for I've seen so much of earthly hell and its inevitableness, that I believe the other slightly superfluous. However, I am not an authority on hells here or hereafter. Only, I have watcht the writhings of the hell-dwellers in this world and have had no Dantean visions of the others, so far.

So whatever this conscience thing is, go ahead, boys. I'm for it. Laugh at some of the other fellows and myself. We are cowards, rank cowards. We haven't the courage to go out and ruin our lives and those of our wives, and of our children—actual or prospective—and rid them of that heritage of caution, or conscience, or whatever it is that keeps wild animals from browsing on poisonous plants and keeps the wholesomer grade of human animals from letting impulses, unchecked guide them.

Don't misunderstand this other thing either—I know there are many commercial travelers who are decent, and I hear there are a few lecherous lecturers.

And did you ever read Kipling's "Love o' Women?" Read it! —Copyrighted by The Roycroft Magazine.

Passe-Partout

DID it ever strike your fancy—did you ever stop to think,

There's a poem in a gas-pipe and a sermon in a sink?
Poets rave about the sunset and the beauties of the Fall,
Or the fragrance of the roses lifting up their heads so tall;
Songsters sing about the moonlight of Ohio's summer nights,
And the glory and the wonder of the Arctic Northern Lights;
Preachers talk about the virtues of the guys of long ago
As they let you sleep in comfort for a couple hours or so,
But I wonder does it hit you as you fight your daily scrap
There's a sonnet in a heater and a ballad in a tap.
There's a bit of song in faucets and in just a lowly tee
You will find a goodly teaching—if you look quite carefully.

There's a lesson in a by-pass and a melody in lead,
If your ear is tuned to listen. Oh! you've often heard it said
That the maker of an epic, in the country's Hall of Fame
Should be seated with the angels: but I'm boosting just the same

For the man who throws his utmost into that which he may do,

Whether putting oil to canvas—or just making Irish stew,

Whether improvising nocturnes—or just trailing with the mob—

It very little matters if his soul is in his job.

There's a sermon in a coupling and a lesson in an ell,
You can hear the text and message if you'll only listen well.

Poets rave about the sunset; songsters sing about the sky;
Preachers talk about St. Peter, and the life we'll lead on high;
Authors write about their heroes; Bryan burns the atmosphere;

But they leave their works behind them when they quit this mundane sphere.

I've a moral in my story—it's as true as day is day—

That no matter what your work is—and no matter what its pay,

If you do your very utmost—put your heart behind your hands,

It will live when you are sitting by the River Jordan's sands.
So I hope it strikes your fancy as you stop to rest—and think,
There's a poem in a gas pipe and a sermon in a sink.

—Rotarizonian.



ROTARIAN

Faith

WITHOUT a knowledge of the past it is impossible to comprehend the present. The things which have been, answer the "Why?" of the student of things that are. As a people, we are not historians. We strain always toward the future. It is well not to live in the past; yet it is worth while to stop sometimes in our onward rush toward material ideals and consider whether or not we have forgotten some things that were better than we think and which some of us have discarded—perhaps for a mess of pottage. In this connection let us consider the matter of Faith. What is Faith? Saint Paul defined it as "the evidence of things not seen." What, then, are "things not seen"? Truth is not seen; love is not seen; the spirit of service is not seen; death is not seen; God is not seen. Who will say that the unseen is not greater than the seen? Let us, then, not disregard Faith. There have been those who taught that Faith without good works is sufficient for a man's salvation. Now we know what a contradiction that is: but let us not go to the opposite extreme of practicing good works without Faith. History will show us that Faith in the persons of Hildebrand, Christopher Columbus and Abraham Lincoln reformed an old world, discovered a new one and saved a threatened one.

* * *

Imitation the Sincerest Flattery

ROTARY is an organization which, in 600 cities in the United States and Canada and elsewhere, has come to be known in each locality as a power for good, an exponent of high ethical standards and a developer of personal character. The remarkable growth of Rotary has been spontaneous, entirely without the aid of paid organization work. The adoption and adaptation of Rotary principles and practices by other organizations such as Kiwanis, Lions, Optimists, Co-operatives, commercial and trade associations, etc., indicate that these principles and practices are fundamentally right and constitute a living force.

* * *

A Good Fellow

WHAT is a good fellow? The term has been abused in past years by the corruption of politics and business thru personal influence. A good fellow should be synonymous with a good man. Such a man does not use "pull" to thwart justice or to further the interests of himself or his cronies to the prejudice of deserving merit. To be a good man, one must have a healthy mind in a healthy body—a mind attuned to fine ideals in an instrument for applying the ideals of the mind to physical activities. A man cannot stand still, mentally, physically, morally, financially or otherwise. He must either progress or go backward. To a real good fellow, his physical being is a chariot in which his soul rides "Ad astra per aspera"—to the stars thru hardships.

New Members in New Clubs

IT IS expected that each club, following its election to affiliation, will take into membership from one to three new members each month (but not to exceed three in any one month). It is not expected that a new club shall not grow; it is desired that the new club shall grow, but we are also desirous that the new club shall grow slowly. Bear in mind it is desirable that a limited number of new members shall be taken in each month. Letting the matter go for eight months and then undertaking to elect twenty-four members in one month is not in accord with the plan of growth. If your club is one of the newer clubs, let us ask: Is it taking in from one to three new members each month? If not, wouldn't it be a good plan to give consideration to the recommendation of the International Association, which is that this be done?

* * *

Philosophy

A WISE old man once said, "It is impossible to do anything worth while on a maybe philosophy." Great men are positive: great actions are affirmative. Affirmation is represented by nine numerals: indifference by a zero. Philosophy means literally "the love of wisdom." He who really loves it will seek till he finds true wisdom and his affirmation of its truth will be eternal.

* * *

The Spread of Internationalism

UNTIL very recently "Internationalism" has only conveyed the idea of International Anarchy or International Socialism but now the word and the idea are being redeemed by a real concerted effort on the part of various peoples to come into closer understanding and closer fellowship.

A Pan-American Financial Conference was recently held in New York and was participated in by representatives of all the republics in North and South America. "The Inter-American High Commission" was created. Some of the things recommended to their respective countries were as follows:

Laws recognizing and granting similar privileges to the branch banks of one country located in another country.

The taking of a simultaneous census by all American countries every ten years with uniformity observed in the preparation of statistical records.

The selection of an Inter-American Tribunal for the adjustment of questions of a commercial or financial nature and the disposition of such questions according to principles of law and equity.

Another step in "Internationalism" is the formation of a World Standardization Council now proceeding under the leadership of American and British Associations.

EDITORIALS



Rotary Missionaries

ROTARIANS are agreed that Rotary is good; most of them are agreed that it should be extended so that its beneficent influence will reach more cities. The organization of new Rotary clubs is an important part of the work of Rotary missionaries. The steps in this organization work must be taken properly to insure successful clubs. These steps are directly under the supervision of the district governors. It is not possible for a district governor to do all the organization work personally. So he appoints special representatives to act for him. He tries to select for this purpose Rotarians who have a thorough knowledge of Rotary and the ability to pass it on to others who know how new clubs are organized; who desire to be of service in extending Rotary. Thus the special representative is a most important cog in the work of organizing successful Rotary clubs. Upon him depends largely the quality of the preliminary survey of a city, the character of the chairman of the organizing committees, the thoroughness with which the would-be Rotarians grasp the spirit of the word of Rotary. The work of a special representative requires time and thought, as well as energy and desire. He is in the front line of Rotary missionaries.

* * *

Ridiculous Reds

IN the United States at least, the Government is of the people and changed by the people. Ballots will do the work. Bullets are unnecessary. If there is a chap who is wildly excited about the terrible Government, give him a laugh. When a child thinks he is seeing things we give him a laugh—not at him, but at the spooks—until he too laughs at the curtain or the smoke that fooled him. The idea of overthrowing the Government of the United States and substituting a Government of the people, is really funny. It's a joke. It is to laugh. Let us not persecute the reds. Just laugh at the supreme ridiculousness of their ideas—in America. But while we are laughing and thereby disarming the reds, we must keep up our Americanization work. The really dangerous element is the people who are not sufficiently educated in Americanism to be able to see the joke of the red menace—in America.

* * *

Order

ORDER is the law of the Universe and the only disorderly creature is Man. The stars keep their courses; the seasons progress without deviating a hair's breadth from the law laid down for their progression; the fish in the sea, the animals on the surface of the earth, the birds in the air, all live in complete obedience to the will of their Creator. Man alone is disobedient, denying the law and defying the Lawgiver. If the rest of the universe for one full minute of sixty seconds could adopt the attitude of mankind, then indeed would come the crash of matter and the wreck of worlds. The law-defying man is the cause of his own destruction.

Nuts

THE life of the average human being lies along a middle way. Those who fare afield to the right or left are known in American slang as nuts. The vast majority of men are mentally stereotyped. They inherit and cling to a watchword till someone gives them a new one. It takes a nut to think of the new watchword. One of the most brilliant things in American humor is a retort made by a man who was the inmate of a lunatic asylum for years. All the greatest men of history have been considered nuts by their contemporaries. It is sufficient to mention Socrates and Christ. Both were executed amid popular rejoicings. A hair divides lunacy and genius as it does false and true. To be a nut is a distinction which has brought fame to a few, others to a padded cell and many to their death.

* * *

The Spirit of the Times

ONLY a few years ago the Chambers of Commerce in the United States were bodies of men who were seeking business advantages for themselves. The development of such organizations into community service organizations was gradual through several successive stages of enlightened selfishness. For example, there was a period of trying to get industries to locate within the city or close to the city. Today the great function of the Chamber of Commerce is recognized to be community service, service not alone to those who hold membership in this chamber, but to the entire community. Perhaps the day will come when everybody in the community will hold a membership in the chamber.

* * *

"Gnothe Seauton"

WHEN Socrates standing on a street corner in Athens was asked what the secret of wisdom might be, he replied, "Know thyself," and his questioner pondered the answer for the rest of his life and was wise.

* * *

Why It Comes Late

NO matter how earnestly editors and printers work, this magazine can not be delivered promptly without proper cooperation from the U. S. Post Office Department. Once the "second class privilege" for magazines was a privilege, now it is almost a nuisance, with its zones, its varying rates of postage, and its multiplicity of rules and reports. But when we comply with every detail and deliver our magazines to the post office, we have no assurance that they will be delivered to subscribers promptly. It is not impossible that they will be shipped as freight instead of as mail matter. One certain cause of delay is the fact that the post office is short of help. The best men are leaving the postal service on account of their inability to live upon their present pay. If your magazine comes late rest assured it is not the fault of the publishers.

Nominees for I. A. of R. C. Offices



For President
JOHN NAPIER DYER
of Vincennes
is Nominated
by Vincennes



For President
B. F. HARRIS
of Champaign
is Nominated
by Champaign



For President
F. W. GALBRAITH, JR.
of Cincinnati
is Nominated
by Cincinnati

JOHN NAPIER DYER, born in St. Louis, Missouri, January 14, 1877. The son of Corinne Chouteau and John N. Dyer. Married Marion Simms McKenney of Vincennes, Indiana, December 12, 1900. Resident of Indiana since 1906. Member Vincennes Rotary Club 1915. Author of the "Vincennes Plan" for the promotion of good will and better understanding between country business men (farmers) and city business men, thru the instrumentality of Rotary. A plan which has been conducive of the greatest good in many communities. Vice-President Vincennes Rotary Club 1917-1918. President 1918-1919. Governor Eleventh Rotary District 1918-1919. Made a remarkable record in the development of Rotary in the State of Indiana and was instrumental in doubling the number of clubs in the district in one year. Delivered the Keynote speech at the Salt Lake City Convention, "What Rotary Means, Etc.," and demonstrated his splendid knowledge and conception of Rotary. Was elected First Vice-President of the International Association by a rousing majority and at that time was looked upon as the next president of the association. As first Vice-President he has made a record for constructive ability and his many sterling addresses to some thirty-two or more clubs of the association have stamped him as a real leader. He is recognized as one of the foremost farmers of the country. A man of the highest type who has achieved a distinguished success as a leader in his profession and a speaker and writer of unusual ability.

THE Champaign, Illinois, Rotary Club, presents the name of B. F. (Frank) Harris for International President—

Because he is a clear-headed, successful business man of large affairs—a "bear" for work—who never puts off till afternoon what he can do in the morning—whose indomitable energy, executive ability and genius for organization combine to make him a leader of men.

Because for years by his activities in his town, state and nation, he has demonstrated his fine, earnest and unselfish sense of public spirit and service.

Because he is thoroughly imbued with the idea and spirit of Rotary and fully realizes the opportunity for service, responsibility and honor of its leadership.

Frank Harris is fifty years old; graduate of Columbia University; President of the First National Bank of Champaign and manager of his farms. He is a member of the National Foreign Trade Council and of the committee on Ocean Transportation of the Chamber of Commerce of the United States. He has been President of the Illinois Bankers' Association, founded the banker-farmer movement and the "Banker-Farmer" magazine. During the war he was Vice-Chairman of the Illinois State Council of National defense. He is Chairman of the committee on business methods of International Rotary and Chairman of the Public Affairs Committee of the Twelfth District.

THE Cincinnati Rotary Club respectfully presents for the consideration of all Rotarians, the name of Colonel F. W. Galbraith, Jr., for the office of President of the International Association of Rotary Clubs, subject to the approval of delegates voting at the Atlantic City International Rotary Convention.

"Galbraith" knows Rotary. He has served as First International Vice-President; President of the Cincinnati Rotary Club, and was Chairman of the Executive Committee of the International Convention held in Cincinnati, June, 1916.

Fred Galbraith has been successfully engaged in the Tobacco Business many years. He served with the A. E. F. in France, and at the signing of the Armistice had attained the rank of Colonel.

He has a remarkable facility to give a clean cut, hard-hitting, business-like address. He is one of the best known men in Rotary and possesses the gift of making friends and winning respect. He is in position to devote to the office of International President sufficient time to handle the affairs of Rotary in a competent manner.

The Cincinnati Rotary Club urges all Rotarians to give earnest thought to "Fritz" Galbraith's excellent qualifications.

(SIGNED) *Ned Hastings,*
President.

(SIGNED) *Horace G. Williamson,*
Secretary.



Certificate of Nominations

I, CHESLEY R. PERRY, Secretary of the International Association of Rotary Clubs, make this certificate of pre-convention notices of purpose to nominate candidates for president, vice-presidents, treasurer, and sergeant-at-arms, to be voted upon at the election to be held at the Eleventh Annual Convention of this Association in Atlantic City, N. J., U. S. A., June 21st to 25th, 1920.

Section 3, of Article I of the By-Laws of the Association, entitled "Pre-Convention Notice of Nominations," provides:

"Any affiliating Rotary Club may, during the month of March preceding the Annual Convention, give notice of purpose to nominate one candidate for each one or for any one of the following offices: President, Vice-President, Treasurer, Sergeant-at-Arms, and shall forward such notice

to the Secretary in time for it to reach his office not later than the first day of April.

"It shall be the duty of the Secretary to publish in the May issue of THE ROTARIAN all notices of nominations so given and received, together with such data concerning each candidate as may be submitted, provided the space allotment to each candidate shall not exceed six inches of one column exclusive of his photograph and the designation of office. All photograph plates shall be uniform in size and shape as prescribed by the Editor of THE ROTARIAN.

The following notices of purpose to nominate which are published in this issue of THE ROTARIAN were received at the office of the Secretary within the time provided and in the manner prescribed. These were the only such notices so received.

Nominees for I. A. of R. C. Offices



For President
ESTES SNEDECOR

**of Portland
is Nominated
by Portland**



For Vice-President
**BENJAMIN C.
BROWN**

**of New Orleans
is Nominated
by New Orleans**



For Vice-President
**HUGH E.
VAN DE WALKER**

**of Ypsilanti
is nominated
by Ann Arbor**

Portland, Ore., 345P 1.

SECRETARY International Association of Rotary Clubs, 910 Michigan Ave., Chicago.

Reiterating our telegram of yesterday the Rotary Club of Portland, Oregon, hereby gives notice that it places in nomination for office of President of the International Association of Rotary Clubs, Rotarian Estes Snedecor of Portland, Oregon, you are requested to prepare cut from photograph in your files for publication in the May issue International Rotarian article being forwarded, but in case of rejection you will publish following statement: His record of constructive service in development of International Rotary is known to all and fully qualifies him for the highest office within the gift of Rotary.

—G. H. Douglas, President; R. A. Stewart, Secretary.

THE Rotary Club of New Orleans places in nomination for International Vice-President its honored member Benjamin C. Brown, twice President of this club, one of its Organizers, at present District Governor of the Fourteenth District, who is a tried and true Rotarian in every respect.

"Foddy" Brown has given liberally of his time to Rotary, has made a wonderful record in building up the New Orleans Club and has never for a moment lost interest in the club, working as diligently for it after retiring from office as well as when occupying the official position. As District Governor of the Fourteenth District he has traveled steadily, visited every club and organized several new clubs. His visits to his clubs have been productive of great good and he has made many friends among the Rotarians in this District.

We believe the far South is now entitled to recognition in the official family of Rotary. New Orleans the twelfth Club organized in the country, and the first one organized in the South, asks for recognition of its efforts in behalf of Rotary by the election of their tried and true Rotarian "Foddy" Brown.

THE Rotary Club of Ann Arbor, Michigan, wishes to announce its intention of placing in nomination for the office of International Vice-President the name of Hugh E. Van de Walker of Ypsilanti, Michigan, Governor of the Ninth Rotarian District.

Rotarian Van de Walker is one of the live wires among Michigan insurance men, and his activity in connection with every worthy movement in the county in which he lives marked him as a real Rotarian long before he became acquainted with Rotary. He organized the Ypsilanti Rotary Club and was its first President, and was the unanimous choice of the Rotary Clubs of the Ninth District for Governor this year. Since assuming this office he has organized clubs in seven cities, and has plans made for the organization of two or three others.

He was at the head of all the Liberty Bond and other patriotic drives in his county during the war, and since then has been a leading spirit in community service work of every kind.

In Michigan, where he is known to every Rotarian he is considered the proper type of man to fill the office to which his friends hope to elevate him.

THE ROTARY CLUB OF ANN ARBOR,
H. H. Johnson, President.



For the office of President—

John Napier Dyer, of Vincennes, Ind., nominated by Vincennes, Ind.
B. F. Harris, of Champaign, Ill., nominated by Champaign, Ill.
F. W. Galbraith, Jr., of Cincinnati, Ohio, nominated by Cincinnati, Ohio.
Estes Snedecor, of Portland, Ore., nominated by Portland, Ore.

For the office of Vice-President—

Benj. C. Brown, of New Orleans, La., nominated by New Orleans, La.
Hugh E. Van de Walker, of Ypsilanti, Michigan, nominated by Ann Arbor, Mich.
John H. Gay, of Jacksonville, Fla., nominated by Jacksonville, Fla.
Robert H. Timmons, of Wichita, Kas., nominated by Wichita, Kas.
George O. Relf, of Salt Lake City, Utah, nominated by Salt Lake City, Utah.

Raymond M. Havens, of Kansas City, Mo., nominated by Kansas City, Mo.

Edwin C. May, of Pittsburgh, Pa., nominated by Pittsburgh, Pa.
Iverson L. Graves, of Knoxville, Tenn., nominated by Knoxville, Tenn.

For the office of Sergeant-at-Arms—

Emmet Galer, of Asheville, N. C., nominated by Asheville, N. C.

These notices have been placed in this magazine from left to right in the order in which they were received in the secretary's office.

(SIGNED) Chesley R. Perry,

Secretary, I. A. of R. C.

Dated, Chicago, Ill., 2d April, 1920.

Nominees for I. A. of R. C. Offices



For Vice-President
JOHN H. GAY
of Jacksonville
is Nominated
by Jacksonville



For Vice-President
ROBERT H. TIMMONS
of Wichita
is Nominated
by Wichita



For Vice-President
GEORGE O. RELF
of Salt Lake City
is Nominated
by Salt Lake City

March 15, 1920.

IN accordance with the provision of the CONSTITUTION AND BY-LAWS OF THE INTERNATIONAL ASSOCIATION OF ROTARY CLUBS, I beg to advise that it is the intention of Jacksonville Rotary Club to place in nomination the name of John H. Gay of this city for the office of Vice-President of the International Association.

The following is a brief statement of John Gay's service in Rotary:

He is President of the Dozier & Gay Paint Company, Jacksonville, Fla.

Served as member of Board of Directors of Jacksonville Club for five years.

President of Jacksonville Club 1917-1918.

District Governor, Eighth District, 1918-1919.

We feel that John is excellent Vice-Presidency timber; is favorably known in Rotary thruout the entire country and is entitled to the Honor by reason of his interest in Rotary and past services rendered.

Yours Rotarily,

(SIGNED) *Loren H. Green,*

PRESIDENT JACKSONVILLE ROTARY CLUB.

HE has attended and taken a studious interest in THREE International Conventions—Atlanta, Kansas City and Salt Lake.

He has attended and taken an active part in FIVE District Conferences, including the Seventeenth District Conference, Joplin, Missouri, April 19 and 20, over which he presided as District Governor.

He has visited, advised with and addressed 61 Rotary Clubs during 1919-20. He was a member of International Committee on Public Affairs 1917-18. He was Chairman of International Committee on Publicity 1918-19. He attended and took a studious interest in the International Council Meeting at Chicago last August.

In addition to being a practical, successful and highly respected business man, he has the ability to get on his feet and express himself forcefully. He is *not* an "orator," as that term is commonly used, but he has an easy command of the business man's language.

He is 40 years old and married. He is a college man—A. B. degree.

Both his business and his disposition are such that he can and will, if elected, give necessary time to the important duties of this high office.

Bob Timmons' definition of Rotary:

Rotary is a sincere and earnest but *joyful* effort on the part of busy business men to reduce IDEALISM to practical, adaptable, WORKABLE machinery and to put live, red *human* blood into ALTRUISM.

Friends in his "Home Sector" and many others in other "sectors" of International Rotary believe his record for service and his intense interest in Rotary justify them in offering him as candidate for Vice-President.

WICHITA, KANSAS, ROTARY CLUB,
Art R. Brasted, Secretary.

THE Salt Lake City Rotary Club, with the endorsement of the Twentieth District Conference, nominates for the office of International Vice-President of the International Association of Rotary Clubs, at the 1920 Convention at Atlantic City, George O. Relf of Salt Lake City.

George Relf is probably one of the best known Rotarians in America, outside of the past and present International Officers, having been in attendance at every Convention from Buffalo to Salt Lake City.

At the Atlanta Convention, he was International Chairman of the Hotel Section, at Cincinnati, International Chairman of the Credentials Committee. He was President of the Salt Lake City Rotary Club in 1916-17; District Governor of Twentieth District 1918, and Chairman of the Executive Committee International Convention Salt Lake City 1919. He has been Chairman of all "On to Conventions" committees. Salt Lake City, for the past seven years.

George was manager of the Baltimore Hotel, Kansas City, coming to Salt Lake in 1911 as Managing Director of the Hotel Utah, and is one of the most popular hotel men in the United States. He is a member of two college fraternities, the Delta Tau Delta and Theta Nu Epsilon; a New Yorker by birth, and a true Westerner in hospitality.

We ask the support of all clubs for his election. His Rotary record is one of continued energy and zeal in furthering all good things that Rotary stands for. Untiring in his efforts and successful in his undertakings.

THE WORLD'S GREATEST CONVENTION:

THAT's what the Eleventh Annual Convention of the International Association of Rotary Clubs at Atlantic City in June is going to be. Every Rotarian who can possibly close up shop and depart for the sea-shore on that occasion should do so. You'll be proud of your Club, your District, your membership in International and yourself when you see what Rotary is doing.

Atlantic City

June 21-25

1920

Nominees for I. A. of R. C. Offices



For Vice President
RAYMOND M. HAVENS
of Kansas City
is nominated
by Kansas City



For Vice President
EDWIN C. MAY
of Pittsburgh
is nominated
by Pittsburgh



For Vice President
IVERSON LEA GRAVES
of Knoxville
is nominated
by Knoxville

THE science of Rotary and its fun and good fellowship are at extreme sides of the Rotary wheel, but the versatility of Raymond M. Havens, of Kansas City, Missouri, covers every arc of the circle between.

The Kansas City Club feels sincerely it renders a distinct service in nominating Ray Havens for an office in which his sterling Rotarianism will have a wider circle in which to revolve. First his local Club, and later, as his friends in Rotary multiplied, Clubs everywhere have found in him a sound exponent of Rotary.

Ray's service to Rotary has been constant. He was President of his Club in 1918 when the International Convention met in Kansas City, and a member of the Convention Executive Committee. He was elected unanimously as Sergeant-at-Arms in Salt Lake City and is Chairman of the International Committee on Relationship between Employer and Employee. Ray served as Chairman of the Election Committee in 1919.

As President of the Joseph D. Havens Printing Company, Manufacturing Stationers, Ray is at the head of his own business and is President of the Graphic Arts Association of Kansas City.

He is Past Commander of the Scottish Rite Bodies of Kansas City, a thirty-third degree Mason, and Past Potentate of Ararat Temple.

Ray's war service achievements were notable. He was a member of the Executive Committee for Kansas City in Liberty Loan and War Work Campaigns.

To serve is Ray Haven's joy. To succeed is his habit.

THE Pittsburgh Club nominates Edwin C. May for the office of Vice-President of the International Association.

He has been in Rotary nearly ten years and is a charter member of the Pittsburgh Club. He was a director for four years. In 1913-14 he served as President and during his term clearly demonstrated unusual executive ability.

He has attended every convention but one since 1913, and at Salt Lake was elected Governor of the Sixth District. He assumed the duties of this office with a clear knowledge of its demands and is now discharging his obligation to the District with a full measure of service. At no time has he given the position absent treatment.

If the collective judgment of Rotary elects him to a Vice-Presidency he will bring to the office a highly successful business experience. He has a genius for details that is unexcelled. While he has never laid any proud claims to eloquence of tongue he nevertheless is a ready wit. He always shapes his course straight to the port of achievement.

In Rotary he fills the classification of Retail Druggist, being Vice-President and Treasurer of the May Drug Company, the principal druggists in Pittsburgh, operating ten stores. Commercially he has reached the top round of the ladder.

Governor May has been a persistent, consistent and hard worker for Rotary from the day of his election to membership and if service is a condition precedent to the office Edwin C. May qualifies unqualifiedly.

Ask the men who know him.

BORN June twenty-first, eighteen seventy. Has been in railroad transportation service 25 years, living in Atlanta, Savannah, Washington, Memphis and finally Knoxville.

In announcing to its sister clubs the candidacy of Iverson Lea Graves for Vice-President of International Rotary, his home club emphasizes the fact that it seeks no honor for itself or for Graves, but rather strives to further to the greatest possible degree the principles and the purposes of Rotary. These he has applied in his life, and has by example and by word of mouth spread abroad this good news in which he so thoroly believes.

As Chairman of the International Educational Committee he did the first real constructive work for International Rotary that had been done, putting ideals to practical application, laying out programs for future accomplishments. His report stands as a classic of Rotary literature.

His service as Governor of the Thirteenth District is just closing—a term of service marked by a great advance in the District in every way. He has enjoyed his work, has done it most efficiently, and every one of the clubs gladly bears testimony to his faithfulness, and rejoices in the inspiration he has imparted to them.

At the recent Conference he delivered a memorable address, illustrating the growth and the beauty of the Rotary idea. It made a lasting impression upon those so fortunate as to hear it. We who know feel that such ability should be put into service in the widest possible way.

O SKINNAY! COME ON IN!

DO YOU KNOW that a man who has never been in Atlantic City has mist an experience as fascinating as it is unique? Do you know that out there on the Jersey Coast there is sunshine and sea-bathing that's better for hard-working men than all the pills in all the pill foundries on earth? Bring Friend Wife and join the merry throng.

Atlantic City

June 21-25

1920

Nominee for I. A. of R. C. Office



**For Sergeant-
at-Arms
EMMET E. GALER
of Asheville
is nominated
by Asheville**

THE Asheville club presents the name of Emmet E. Galer for International Sergeant-at-Arms, confident that if chosen as an officer in International Rotary, his enthusiastic Rotary spirit and his sincerity of purpose will reflect great credit upon the work of Rotary, and make more powerful and far-reaching the wonderful influence that can come only through service.

Emmet lives Rotary. He was largely instrumental in the organization of the Asheville club in 1915. It is now one of the live clubs of the South, with over a hundred members on its roster. He was the first secretary of the club, holding that office ever since, with the exception of last year, when he presided over it as president. During this time he has come into contact with many hundreds of Rotarians visiting in Asheville, this pretty resort in the Southern Appalachians being one of the most famous playgrounds in America, and they have all carried away with them pleasant memories of their stay on account of Emmet's kind thoughtfulness and hospitality.

Emmet has attended the last three International Conventions and has made a host of Rotary friends in that way. He is one of the "wheel-horses" of the Seventh District and any conference of that District would seem strange without his smiling countenance and ready aid. At the last conference of the District he was most enthusiastically endorsed for the International office. He is in the retail book business in Asheville.

WHAT ROTARY STANDS FOR

ROTARY, an institution of brotherhood and friendship, professes the development of service, and encourages the spirit of the golden rule.

Its members are chosen, one from each classification for their success, credit, position, spirit of fellowship, and continuing desire to improve in the service of mankind.

Rotary believes in the happiness of spirit, joyfulness of expression and thought, youthfulness of heart, freedom of spirit, well-directed criticism, gentleness that fears to injure, virtue, square living and patriotism.

Rotary effects mutual advantage and assistance by the interchange of ideals and opinions. It stimulates energetic action, and promotes commercial and civic interests.

—Rotary Club of Sheffield, England.

District Conference Reports

The Seventh District Conference

THE Annual District Conference of the Seventh District was held at Greenville, S. C., March 15th and 16th, 1920, Rogers W. Davis being District Governor.

Lewis Wardlaw Perrin of Spartanburg, S. C., was nominated for election as the next District Governor.

Of the twenty-nine clubs in the District affiliated with International, all were represented at the Conference. The total registered attendance was:

Men, 612; women, number not reported.

No resolutions for action were adopted.

Among the speakers at the Conference were:

Estes Snedecor, International Vice President, who spoke on the development of Rotary and its significance;

Dr. Henry M. Snyder, President of Wofford College, who spoke on "A Message of Rotary";

Walter Strong, Assistant Secretary, I. A. R. C., who spoke on "Boys Work";

Dr. Wm. J. McGlothlin, President of Furman University, Greenville, S. C.;

James P. Whyte, Anderson, S. C.; John Wood, Roanoke, Va.; Dr. O. O. Fletcher, Greenville, S. C.; Tom McAdams, Richmond, Va.; Jos. A. Turner, Roanoke, Va., and Howard Bryant, Richmond, Va.

The Fourteenth District Conference

THE Annual District Conference of the Fourteenth District was held at Pine Bluff, Arkansas, March 24 and 25, 1920. Benjamin C. Brown being District Governor and A. G. Whidden, Conference Secretary. All of the organized and affiliated clubs in the District save one were represented.

The total registered attendance was:

Men, 299; women, 132.

H. Kemp Toney of Pine Bluff, Arkansas was nominated for next District Governor.

The following resolutions for action were adopted:

I. Endorsing and urging support of the Boy

Scouts and the Hi Ys, and urging promotion of these organizations as well as means to take up the guidance of boys where these two organizations leave off.

II. Recommending an Appointment Committee to prepare and send out questionnaires to clubs from which discussion of activities may be arranged at next conference, the purpose being to save time at the conference.

III. A resolution recommending that Hattiesburg, Miss., be selected by the Governor and Club Presidents as the meeting place for the conference of 1921.

The Sixth District Conference

HELD at Erie, Pa., April 8th and 9th, 1920. ATTENDANCE: The total registered attendance was 515.

RESOLUTIONS ADOPTED: Recommending the formation of the Governors' Council; recommending the publication of Handbook of Rules of Procedure, etc., for Rotary Clubs to replace the present book of convention proceedings; an expression of thanks from the visiting Rotarians to members of the Erie Rotary Club for their hospitality.

PRINCIPAL SPEAKERS: Third Vice-President James F. Finlay, "International Rotary"; District Governor Edwin C. May, "Governor's Message"; Rotarian Frank B. Miller, Greensburg, "The 1920 Convention"; Rotarian A. W. Smith, Jr., Pitts-

burgh, "The Square Deal of Service"; Walter W. Strong, International Headquarters, Chicago, "Work Among Boys"; Rotarian Herbert Fitzpatrick, Huntington, "To the Ladies"; Rotarian Richard Aspinall, Buckhannon, "Danger Signals Along the Way"; Douglas Malloch, "Some Sinners I Have Met"; Rotarian Spencer Free, Du Bois, "Humanity of Rotary"; Rotarian John L. Stewart, Washington, "Importance of Interchange of Business Ideas and Methods," and Rotarian Thos. S. Hamilton, Bluefield, "The Rotarian's Obligation to His Club."

DISTRICT GOVERNOR NOMINEE selected is Richard Aspinall (university) Buckhannon, W. Va.

INVITATION FOR NEXT DISTRICT CONFERENCE was received from Fairmont, W. Va.

The Second District Conference

HELD at Springfield, Mass., March 30-31st, 1920.

ATTENDANCE: The total registered attendance was 847.

RESOLUTIONS ADOPTED: Changing Method of selecting officers of International Rotary; Requesting yearly report from each club on Boys Work; work with boys and girls along the lines of that now being promoted by the Junior Achievement Bureau of the Eastern States League; Recommendation of additional per capita tax; Urging intensive development of New England spirit.

PRINCIPAL SPEAKERS: First International Vice-

President John Napier Dyer, "Rotary's Principles and Work"; District Governor Chas. W. Lovett, "Brief Resumé of the Things Accomplished by the Second District"; Rotarian Forrest J. Perkins, Providence, "Acceptance of Nomination for District Governor"; Rotarian Joe Mitchell Chapple, Boston, "Rotary's Post-War Opportunity"; Rotarian Willard I. Lansing, Providence, "Resumé of Rotary's Past and Its Chance for Development in the Future."

DISTRICT GOVERNOR NOMINEE selected is Rotarian Forrest J. Perkins (sash, door and blinds).

(Continued on page 286)

The Rotarian's Open Forum

These columns are open to readers of the magazine for the discussion of questions of general interest or vital import. Contributions should be brief. Being expressions of individual opinion, they are presented without approval or disapproval.

Fighting the "Growing Pains" of Rotary

By Burdick A. Trestrail

Oyez! Oyez!! Oyez!!!

All Rotarians who have a howl, wheeze, yelp, screech, whoop, kick, cheer, squawk, boost, squeal, knock or puff will please register same in the Forum, at the Sign of the Roman Soldier, as per above. A Forum is a place for argument. So to it, boys!

—De Ed

PROBABLY every old member of a club that has past the 250 mark in membership has exchanged this familiar comment with a fellow old-timer, "Gosh, Bill, it's getting so I don't know anyone here any more." That is the first symptom of growing pains and wise is the club that takes said symptom by the forelock and currys its convolutions.

Such was the decision of the Directors of the Toronto Club, when the membership past 300 and strange faces were the rule, not the exception.

Of course, the ideal way to stop growing pains is to stop the growth and then, by exercise and nourishment, build up the structure to where every bone, sinew, muscle and organ is functioning at double forte.

One of the evils of rapid growth is the creation of an element in the club that is not really Rotarian—men to whom the principles and precepts of Rotary mean little and who retain their membership from motives purely selfish; but who are not an asset. Rotary has failed to get under their skin. And the fault lies, perhaps, in the fact that they have never been injected with the virus from which springs Rotary Energy, Enthusiasm and Sacrifice.

Realizing this (probably not in as potent phrasing as I have put it, but realizing it none the less) our worthy directors debated how best to combat it and the result of their cogitation was the announcement that a certain Club Luncheon would be a "closed meeting" to which no visitors would be admitted. (Now, the Directors are hereditary enemies of mine and it is with grudging admiration that I admit the psychological effectiveness of this announcement.)

Speculation as to the wherefore of this secret meeting was rife. Guesses ranged from scandal to a joke, but none guessed the real object.

As the writers say, "the eventful day dawned bright and clear." Crowds began to assemble early and when the meeting opened the dining room was packed—and all were members.

Queries as to the significance of the secrecy were barren and it was not until after the Toast to the King that Harry (his last name is Stanton, but who cares?) rose slowly and with inimitable dignity rapt the gong and spilled the beans.

As he quietly and carefully explained the object of the meeting it gradually dawned on the assembled members that they were literally "on the carpet." He pointed out that the club had

attained a niche in civic estimation that was increasingly difficult not only to develop but to maintain. He called attention to the "growing pains" (indifferent members) in blunt words and exprest it as the conviction of the board that further increase in membership should be sharply curtailed, if not cut off. He condemned the habit of submitting applications for membership thru a sense of business obligation or social connection and laid down seven guiding points to consider before submitting an application. They are:

1. That the proposed member be one of the working forces of a business.
2. That the firm he represents be one of the leaders in that line of business.
3. That his reputation for integrity and character be beyond reproach.
4. That his personal credit be unquestioned.
5. That he be socially acceptable.
6. That he understand the requirements of attendance and promise to comply with them.
7. That he understand Rotary to be building itself upon the foundation of Service; that as an organization it applies Service to civic co-operation;

Pres. Harry Stanton

One of the "growing pains" in Rotary is the indifferent members.



tion; civic loyalty and civic work; and that he promise, when the Club undertakes anything of this kind, to help in that work.

He then dealt with the members already in the club, who had failed to measure up to Rotary ideals. He said:

"There are a number of members in this club today, who, in my opinion, are not Rotarians at heart or in practice, and who are not sufficiently interested to permit of a development which will ever make them real Rotarians; men who are not carrying their own weight in making Rotary good for what it stands for and the reputation it has behind it.

"If Rotary is to grow and to make good all that it promises, the problem of the inactive, unRotarian spirit must be met just as we would meet any problem in our own business, and square it up. . . . The Toronto Rotary Club, I believe, stands as high as any club in Canada, if not in the United States, and I believe every member is proud of that fact. Wherever we go and hear the Rotary Club spoken of, it is usually spoken of very highly. Now it is up to us to say whether we want to continue to hold that high ideal or whether we are going to drift away from it. If we are going to build up and make Rotary a real force such as it has possibilities of being, we have got to do our part."

Having thus operated on our sensibilities and laid bare our defects he called upon Frank Littlefield to pour the Elixir of Rotary Spirit into our physical cosmogonies. And Frank, speaking on the responsibilities of a Rotarian, presented an address so logical and convincing that it could not but awaken any dormant sense of duty.

Frank having put us in a penitent and eager mood, George Matthews now arose and delivered an oration that awoke a fervor of enthusiasm little short of marvelous. He literally tore our hearts out and slammed them at the wall; cheered us and jeered us; set us on a pinnacle only to knock us off; and George has the voice that can do it. When he finished he had that meeting worked up to a pitch that burst into a volume of applause never before heard at a meeting.

His speech was the climax. The suspense of the secret meeting, President Burton's truths, Frank Littlefield's masterful presentation of his conception of a Rotarian's responsibilities all combined to create an atmosphere ripe for an address such as George's. And it did the trick.

The psychology of the whole proposition was

admirably manipulated. That the Directors accomplished more at that one meeting in stimulating and reviving Rotary spirit than by a dozen efforts along other lines, is conceded by all, and the Toronto Rotary Club faces the coming year ready, willing and anxious to play the part in

"Frank"
H. Littlefield.

**Better a small
but virile and
energetic group
of men than a
large club —**



civic and national affairs that may be ordained for it.

It will pay any club to plan a "revival" such as this. Space will not permit the publication in full of the speeches that accomplished all this; but the excerpts subjoined are worth noting and a complete copy of the addresses can be had on application to the Secretary of the Toronto Rotary Club, as President Harry Stanton was so enthusiastic over the results that he had the report of the meeting published and will distribute it to the members as a farewell token on leaving office.

Frank Littlefield Said:

"Emerson in one of his essays on the conduct of life, says, 'The best of life is conversation and the greatest success is confidence or perfect understanding between sincere people' and it is upon the foundation of confidence and perfect understanding which comes thru our meeting each other at the weekly luncheon that Rotary must stand or fall. No man, no matter how big he may be elsewhere, is worth anything to Rotary unless he is honestly trying thru his attendance at the weekly meeting and in every other way possible to carry out the vision which Paul Harris had when originating the parent organization. . . .

"Better a small but virile and energetic group of men than a large Club with certain members failing to grasp the opportunity of meeting their fellow Rotarians once each week. . . .

"Rotary a long time ago outgrew the swaddling clothes in which it was wrapt at birth and it has new ideals and an ever expanding vision which reaches far out into the future and no Rotarian can possibly foresee the responsibilities which tomorrow may bring forth. . . .

"The little button you wear in your coat should be a badge of character not only here, when meeting your brother Rotarians, but in the life you live among your fellow men. . . .

"There is no room in a Rotary Club at any time for destructive criticism. I do not believe that we should follow every will o' the wisp that comes along; but when the Club, thru a majority vote of its members, decides on certain undertakings, whether they be corner lot gardens, work amongst the boys, Federation of Community Service or something entirely new; no matter whether the project is our pet scheme or not, the responsibility rests upon us as Rotarians to *Boost to Give* and to *Serve*, even tho it may mean some sacrifice. . . .

"Unless we possess to some extent the spirit of good-will toward all men that comes thru unselfish service, why are we Rotarians? In fact we are not Rotarians, altho we may belong to a Rotary Club, and I am not going too far in saying, that if we lack such a spirit, it were better to give up our membership and make way for a real Rotarian. . . .

"The year 1920 and each succeeding year will be the kind of a year for our Rotary Club that we make it—no better—no worse. Shall we go on to bigger and better things? Shall the future bring action in which our reward shall be the knowledge of duty well done? Our joy is the joy of service and of knowing that a little more happiness, a little more sunshine and gladness, a little less worry and heartache, a little less temptation and perhaps a higher degree of citizenship has come into this old world thru the efforts of Rotary. . . .

"Shall Rotary go forward or backward? Shall it be a beacon light, leading in the upbuilding of civilization or as a tale that is told? There can be no failure if we live up to our ideals. . . ."

George Mathews Said:

"It has been by slow stages that mankind has

Deliberating the Goods

**THERE's a man in the world who
is never turned down
Wherever he chances to stay;
He gets the glad hand in the popu-
lous town**

**Or out where the farmers make
hay.**

**He's greeted with pleasure on deserts
of sand,
And deep in the aisles of the woods;
Wherever he goes—there's a welcom-
ing hand—He's**

The man who delivers the goods.

**The failures of life sit around and
complain.**

**The gods haven't treated them
white;**

**They've lost their umbrellas when-
ever there's rain,
And they haven't their lanterns at
night.**

**Men tire of failures who fill with their
sighs**

**The air of their own neighbor-
hoods;**

**There's a man who is greeted with
love-lighted eyes—He's**

The man who delivers the goods.

**One fellow is lazy and watches the
clock**

**And waits for the whistle to blow;
And one has a hammer with which
he will knock,**

**And one tells a story of woe.
And one if requested to travel a mile**

**Will measure the perches and rods;
But one does his stunt with a whistle
and smile—He's**

The man who delivers the goods.

**One man is afraid that he'll labor
too hard,**

**The world isn't yearning for such;
And one man is ever alert—on his
guard—**

**Lest he put in a minute too much.
One has a grouch on, a temper that's
bad,**

**And one is a creature of moods;
So it's time for the joyous and rol-
licking lad—for**

The man who delivers the goods.

—Anon.

reach the present status of civilization. Each progressive step has called for heroic leaders from the families and tribes. Study yourself and you will probably be able to decide what part, if any, your ancestors took in advancing civilization and improving the condition of mankind. . . .

"George"
W. Mathews.

**If I lived in
a swamp I would
do my best to
make that swamp
the best swamp
in the world —**



"The world saw the greatest civilizing movement in Christianity. The four outstanding figures in that wonderful epoch divide character into four groups: The highest—the grandest type of character, the self-sacrificing, was portrayed by Jesus. The ambitious man who would use any means to raise himself to the highest position so that he might dominate everybody and everything, was depicted by Tiberus Caesar, Emperor of Rome. The sycophant who will sacrifice principle to hold his position, was illustrated in Pontius Pilate, the Roman Governor of Judea. The meanest and most despicable type of character lived in Judas Iscariot, ingrate and traitor. To which group do you incline? Are you grateful for the benefits you have received from Rotary and are you loyal to its code of ethics? Are you satisfied just to hold your position as a member? Are you of the ambitious class who wish to rule this organization? Or are you of the highest type of character willing to make some sacrifice that others benefit? Don't be too hasty to decide. You have inherited or acquired certain traits of character, so draw apart and meditate well. . . .

"One of the lessons to be learned from the life of the Savior is that it is wrong to abuse power, whether ecclesiastical, political, judicial, military, commercial or parental. The abuse of power has been the curse of the world. . . .

"Improved communities mean good townships, good townships mean better counties; better counties mean excellent provinces, and excellent provinces mean a great nation, for a nation is a total of communities. If I lived in a swamp I would do my utmost to make that swamp the best swamp in the world. . . .

"There are two things you can do to help Rotary in its good work; distinguish yourself in your own club activities or extinguish yourself as a member and give another a chance. . . .

"In order to do effective Rotary work you have got to commence with yourself by keeping your body clean, your heart kind and your brain clear. . . .

"An accumulation of good deeds makes one rich in character. . . .

"Don't add to the curse of the world by abusing any power which you may control; but use it in doing good to others. . . ."

—The Author and other Rotarians mentioned in the above article are all members of the Rotary Club of Toronto, Ont., Canada.



WATCH YOUR STEP

THE country had always been their home and probably always would be, consequently they were making the most of their first trip to the city. They did not know much about pictures but they visited the Boston Art Museum, where, among other treasures, they saw a mummy, over which hung a card on which was printed, "97 B. C."

"What do you make of that, John?" asked Jim. "I don't know," said John, "but I should cal'late it was the number of the car that killed him."

Here and There

SOMEONE brings one up from the South about a colored brother who was drafted, but having no appetite for war, appeared before the proper authorities and askt to be exempted.

"On what ground do you claim exemption?" he was askt.

"Is it true dat dis war am for the purpose of making de whole world free for Democracy?" queried the colored gentleman.

"That's the idea!"

"Den you can exempt me as a conscientious objector—I'm a Republican."

Little Dabs of Powder

Ethelbert—"Who was that new girl I saw you with last night?"

Jack—"That wasn't a new girl. That was my old girl painted over."

—Legion Weekly.

Our Modern Customs

LIFE-GUARD (rushing up excitedly)—"Madam, your poor husband has just been drowned."

The Widow (in bathing costume)—"And have they found his body?"

Life-guard—"No, it's lost."

Widow—"Now, isn't that just too provoking—he had the key to our bathhouse around his neck."

—Tiger.

How They Said It

IN FRANCE the word "nigger" was never used by the allies in addressing the colored doughboys, and the French had no word for "mulatto." Private Rastus Brown, just returned, was explaining this to his friends.

"Some of us," he said, "wuz described as 'beau-coup de chocolat' and the others wuz 'cafe au lait.'"

—Fort Bayard News.

Putting One Over

MRS. GADSPUR is deeply chagrined.

"What's the trouble?"

"She thought when Mr. Gadspar built a garage capable of housing a dozen motor cars, with sleeping quarters for chauffeurs in the second story, that the noses of all the neighbors had been put permanently out of joint."

"Well?"

"And now the Whillibits, next door, are building a hangar."

THAT'S ME ALL OVER, MABEL

"HOW are you today, Sandy?" asked the landlord of his Scotch tenant.

"Vurra weel, sir, vurra weel," replied Sandy, "if it wasna for the rheumatism in my right leg."

"Ah, you must not complain, Sandy. You are getting old, like the rest of us, and old age does not come alone."

"Auld age, sir?" exclaimed Sandy. "Auld age has nothin' to do with it. Here's my ither leg just as auld an' it's soond and soople yet."

A Line on Linoleum

LINEOLEUM, linoleum, thou art my Waterloo!
I trip a dozen times or more
Before I reach my office door.
More perilous than 'Liza's flight
I turn to left, I turn to right.
No matter how I turn my sight—thou
art my Waterloo!

—Supte.

Heard in the Dark

SENTRY—"Who goes there?"

Soldier—"Russian Soldier."

Sentry—"Pass on Russian Soldier."

Sentry—"Who goes there?"

Soldier—"English Soldier."

Sentry—"Pass on English Soldier."

Sentry—"Who goes there?"

Soldier—"Who in hell wants to know?"

Sentry—"Pass on American soldier."

—The Optimist.

Judge—"The police say that you and your wife had some words."

Prisoner—"I had some, Judge, but I didn't get a chance to use them."

As the old darky said "A chicken am de mos' usefulest animule dere be. Yo can eat him befoah he am bohn an' aftah he am dead."

A city man, visiting a small country town, boarded a stage with two dilapidated horses, and found that he had no other currency than a \$5.00 bill. This he offered to the driver. The latter took it, lookt it over for a moment or so, then askt:

"Which horse do you want?"

—Exchange.

An old farmer was laboriously filling out a claim sheet against a railroad company that had killed one of his cows. He came down to the last item, which was, "Disposition of the carcass?" After puzzling over it for a while he wrote: "Kind and gentle."

—Exchange.

WHEN PA IS SICK

WHEN Pa is sick, he's scared to death, An' Ma an' us just holds our breath.

He crawls in bed, an' puffs and grunts, And does all kinds of crazy stunts. He wants "Doc" Brown, an' mighty quick, For when Pa's ill he's awful sick.

He gasps and groans, an' sort o' sighs He talks so queer, an' rolls his eyes.

Ma jumps an' runs, an' all of us, An' all the house is in a fuss.

An' peace and joy is mighty skeerce — When Pa is sick, it's something fierce.

When Ma Is Sick

WHEN Ma is sick she pegs away; She's quiet, tho, not much t' say,

She goes right on a-doin' things, An' sometimes laughs, or even sings.

She says she don't feel extra well, But then it's just a kind o' spell.

She'll be all right tomorrow, sure, A good old sleep will be the cure.

An' Pa he sniffs an' makes no kick, For women folk is always sick.

An' Ma, she smiles, lets on she's glad— When Ma is sick it ain't so bad.

—"Bob" Nickles.

Desperate Measures

AND then there was the second looey of Aviation down at Houston, Texas. What he knew about the I. D. R. wasn't what it should be, but Secretary Baker was reviewing the regiment and the looey happened to be in charge of the outfit. Somehow or other the men got headed for a barbed wire fence, and the looey forgot the few words which would turn them in another direction. Desperately he ransacked his mind for the command. Then, at the last moment, when the front rank was almost on top of the fence, he yelled:

"Get away from that barbed wire fence, har-r-rch!"

They did, but it ruined the review.

—Home Sector.

The Village Cut-ups

AT A SMALL town on the Wabash, in Missouri, they are using an old passenger coach, built 23 B. C., as a station.

"Where's your depot?" I askt the agent.

"We used to have one," he replied, "but the boys whittled it down."

Just Suds

For Sale: One bartender's guide, almost new.

General Sports: Knocking Wood.

Optimistic Observation: There wasn't room in my cellar for coal anyhow.

Detour: The most heart-breaking word in the language.

Many a man has traded an engagement ring for a yellow clarinet after tasting lip paint for the first time.

—Ralph Bingham.

Ecos Rotarianos

Por D. B. L.

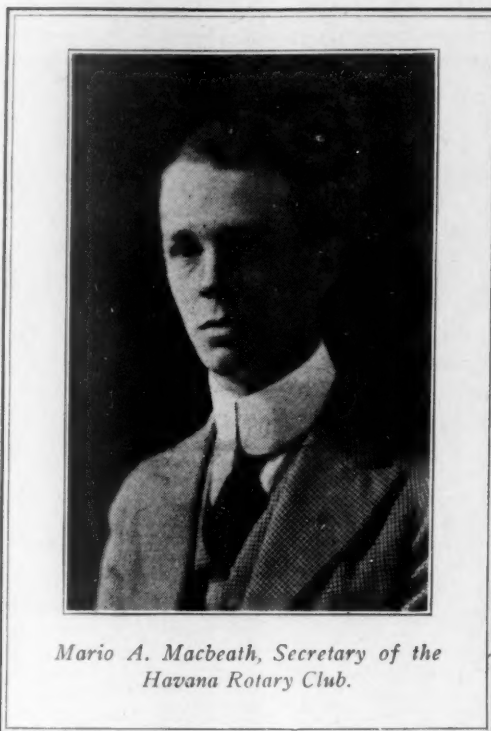
DE BUENOS AIRES hemos recibido los documentos relativos a la afiliación de este Rotary Club. Con los documentos vino una carta del Secretario del Rotary Club de Montevideo, Don Heriberto P. Coates, recomendando que avisáramos por cable la admisión del supradicho club en la International Association of Rotary Clubs. Después de inmediata comunicación con el Comité de Afiliación de International Rotary y recibo de votos favorables de los miembros del mismo, sobre este asunto, cablegrama fué pasado al Presidente del club, don Jorge Mitre, anunciándole que el club había sido admitido como miembro de la International Association of Rotary Clubs, y en confirmación del cablegrama de referencia hemos expedido a dicho club el correspondiente certificado-diploma que acredita que tal club es un miembro de esta Asociación desde el día primero de Abril de mil novecientos veinte con el número SEIS CIENTOS SESENTA. Según nos da a entender el Representante Especial de International Rotary, don Heriberto P. Coates, en el informe que somete sobre la organización del club bonaerense, delegados de este club serán enviados al undécimo congreso anual de International Rotary que tendrá efecto en Atlantic City la última semana del próximo Junio. Sean bienvenidos.

(R)

DE COLOMBIA: Hace tiempo el señor don Avelino Pérez Vilanova—nombre que es bien familiar a nuestros lectores porque se trata del de uno de los rotarios más entusiastas de la Habana—nos dió los nombres de varios caballeros colombianos y entre ellos el de ex-presidente de Colombia, Dr. Carlos E. Restrepo. Desde entonces nos ha cabido el honor de cambiar correspondencia con tan distinguido caballero sobre la institución de Rotary clubs en Colombia y en carta recibida recientemente el Dr. Restrepo nos da el nombre y dirección de un amigo personal de él que se encuentra actualmente en Nueva York para que nos comuniquemos con el caballero a que aludimos y cuyo nombre es don Gabriel Posada. Ya hemos escrito una carta al señor Posada y de la contestación recibida auguramos que este cambio de impresiones y correspondencia ha de producir los excelentes resultados que esperamos y dentro de no lejana fecha confiamos que varios Rotary clubs serán instituidos en Colombia con la valiosa ayuda de los señores mencionados y de otros que también prestan su cooperación para el temprano establecimiento de Rotary club en las varias repúblicas Centro y Sud Americanas.

(R)

A CUBA: De paso para la Habana, después de algunas semanas en los Estados Unidos, tuvimos el gusto de estrechar la mano del joven y entusiasta rotario señor don Mario A. Macbeath, Secretario del Rotary Club de la Habana. Entre las muchas buenas noticias que nos dió está la de que el club de la Habana proyecta mandar al congreso rotario de Atlantic City una buena delegación de señoras y caballeros. Lleve feliz viaje el simpático secretario del club habanero y ojalá



Mario A. Macbeath, Secretary of the Havana Rotary Club.

sea uno de los encabezan la comisión rotaria a Atlantic City.

(R)

A ESPAÑA: Una carta recibida recientemente en las oficinas centrales de International Rotary de don Angel L. Cuesta, nos dice que este prominente rotario del club de Tampa y también don Salvador Garriga del club de Cienfuegos (Cuba) salen para España antes de que termine esta primavera y durante los varios meses que pasarán en la península ambos ofrecen espontáneamente sus servicios y personal ayuda para ocuparse de introducir Rotary en España y nos anticipan que piensan dejar organizados dos Rotary clubs; uno, en lo Villa y Corte y otro en la Ciudad Condal. Los que sabemos cuan altamente relacionados están ambos rotarios con el mejor elemento español podemos felicitarnos de haber recibido la voluntaria oferta de hombres que tanto pueden hacer y harán hacia la introducción y organización de Rotary clubs en la resurgente nación española. Reciban ambos rotarios sincera expresión de agradecimiento por la oferta que con tanto gusto aceptamos y lleven muy feliz viaje.

(R)

A INGLATERRA: El Secretario-General de International Rotary, Mr. Chesley R. Perry y los ex-presidentes de International Rotary, Mr. E. Leslie Pidgeon de Winnipeg, Canadá, y Mr. Russell F. Greiner de Kansas City, E. U. A., embarcaron en Nueva York con rumbo a Inglaterra. Allí van representando la International Association of Rotary Clubs y visitarán algunos de los treinta y dos Rotary clubs de las Islas Británicas y, días antes de retornar a los Estados Unidos, acompañados de los rotarios ingleses que vienen al congreso rotario de Atlantic City, asistirán a la conferencia o congreso que los dichos clubs ingleses celebran en Harrogate (Inglaterra) alrededor del quince de mayo,

Esta es la segunda vez que el insustituible Secretario Perry halla posible (en diez años de incesante trabajo y pesada responsabilidad al frente de las oficinas centrales) ausentarse por unos días para visitar Rotary clubs de un país extranjero. Lleven y traigan feliz viaje los distinguidos viajeros.

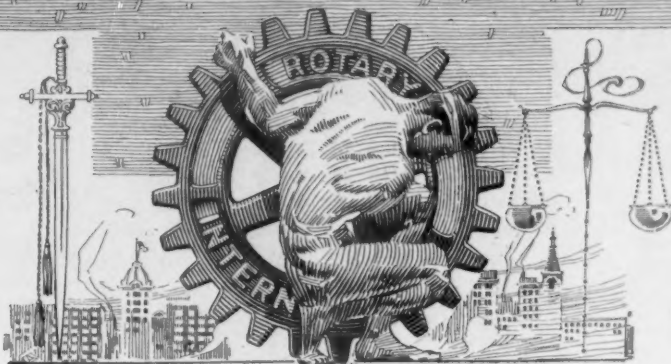
(R)

COMO saben los lectores de este órgano de International Rotary, la semana del veintidos al veintiocho del último febrero fué la llamada por los Rotary clubs "semana rotariana" porque en esa semana se cumplía el décimoquinto aniversario de la fundación del primer Rotary Club—el de Chicago. Los clubs de los Estados Unidos y el Canadá observaron esa semana tan bien como se esperaba y al hablar de como la observaron y celebraron los clubs de Cuba, no daríamos a cada cual lo que se merece si no publicáramos a continuación el programa del club de Cienfuegos (Cuba.) Nótese bien que el club de Cienfuegos es uno de los más nuevos y sin embargo ya dió pruebas de marcado entusiasmo. He aquí el programa sin alteraciones:

"Rotary Club de Cienfuegos—Programa para la semana del Rotarismo 22 al 28 de Febrero de 1920—Domingo 22 a las diez de la mañana—El club en pleno visitará al Sr. Cónsul de los Estados Unidos de América, saludándole con motivo del Aniversario del nacimiento de Washington—Lugar de reunión restaurant 'El Central' a las nueve y media de la mañana.—Lunes 23 a las tres de la tarde—Visita a las Escuelas Públicas de esta ciudad—Dirigirán la palabra a los niños, los siguientes rotarios:—Dr. Carlos Trujillo, escuelas núm. 1 y 2: Sr. A. M. Blanchard, escuelas núm. 3 y 4: Dr. Atanasio Fajardo, escuelas núm. 5 y 6: Dr. Adalberto Ruiz, escuelas núm. 7 y 10: Sr. Pedro M. Hernández, escuelas núm. 8 y 11: Sr. Alfredo Colli, escuela núm. 9.—Martes 24 a las ocho de la mañana—Visita al Sr. Alcalde Municipal saludándole con motivo de la festividad patriótica que se conmemora.—A las ocho y media de la mañana Jira campestre a Cayo Alcatraz.—Lugar de reunión el restaurant 'El Central' a las siete y media de la mañana.—Miércoles 25 a las nueve de la mañana—Visita a las Sociedades de Instrucción y Recreo—Lugar de reunión el restaurant 'El Central' a las ocho y media de la noche.—Jueves 26 a las doce de la mañana—Almuerzo Rotario en el restaurant 'El Central.' Para este acto han sido invitadas las Autoridades locales y Representantes Consulares extranjeros.—Viernes 27 a las nueve de la noche: Conferencia de Vulgarización Rotaria y propaganda sobre la necesidad de evitar el desperdicio de agua; en los teatros de esta ciudad, en la siguiente forma: Teatro 'Luisa' Dr. Carlos Trujillo: Teatro 'Terry' Dr. Atanasio Fajardo: Cine 'Triánón' Dr. Mario Núñez Mesa: Cine 'Prado' Sr. Alfredo Colli: Cine 'Recreativo' Sr. Pedro Modesto Hernández.—Sábado 28 a las nueve de la noche: Recepción Rotaria en la residencia del Sr. Presidente del Club.—Lugar de reunión el restaurant 'El Central' a las ocho y media de la noche.—Nota: Todos los señores Rotarios deben concurrir a los actos señalados en este programa, para el mayor lucimiento de los mismos."

The VISION OF ROTARY

The vision of Rotary is as many sided as there are Rotarians. In this Department appear the thoughts of different Rotarians concerning Rotary in its many aspects and in its application to the affairs of everyday life.



Service not Self

He Profits Most
Who Serves Best

The Translation of Abraham

By Lester Everett Foster

ABRAHAM and Mose, leading mail order clothiers of an eastern metropolis, had reached the height of their business zenith by means of keen foresight and hard-fisted negotiations. The reach of their trade could be measured from Maine to California, North Dakota to Texas. Stating their financial condition mildly, they had prospered.

That is to say, Abraham had prospered, for Abraham was the senior member, the president of the firm, and its heaviest stock holder. His whole life, and he was young no longer, had been lived in the pungent atmosphere of woollens. His three thousand employees, among themselves, called him "Old Icicle," because of his refrigeratory manners, and to his face, "Mr. Abraham Gugermann, Sir," no doubt out of respect for the strength of his personality and the careless way he wore huge diamonds on his shirt front. Bradstreet labeled him a giant. *Who's Zoo* wrote him up in twenty-seven agate lines; but in two directions, i. e., those of altruism and fraternity, he was a dwarf, a zero, a nonentity. Of this he was utterly unconscious, so utterly unconscious that it would seem some Faust-devil—probably our well-known friend Hardhearted-Business—had sandbagged his soul in boyhood and from it kidnapped Brotherhood and his relatives.

Mose was different; a junior member, young, a vital flame, omnipresent, argus-eyed, hard-working. He was the son of Abraham's former partner and as pliable as sculptor's clay. Close association with his senior would soon mould him into the same merciless, taut-mouthed, greedy-eyed, yellow miser.

Abe and Mose Confer

Abraham and Mose were in their daily private conference in the senior's elaborate office and Abraham as usual was doing the performing on his own mouthpiece:—"Mose, business is good, ain't it? It is better now as when I used to went on the road as a star salesman to save a salary for this firm. Profits was small in them days. But now we got it all fixt so our piece-workers and operators is the lowest paid in the city and our suits sell all over the country for the highest money. Profits are big. There's no reason why we can't make a real war-baby this year, as the sayin' was. Our woollens has always been good.

You know yourself I put real stuff in my suitings. When Abraham says it's wool, it is wool, live wool, too! Everyone in the United States knows it! When one buys an Abraham suit, it's a real suit! But, Mose, lean over closer, let me whisper a real sure-enough dyed-in-the-garment scheme into your ear yet."

"Be calm, Popper," warned Mose, quickly improving this chance to slip in a word. "You always mix saliva with your adjectives when you get excited, you know, and this twenty-five dollar silk shirt I wear can't stand no water neither."

"Mush on your dude ideas," said Abraham. "When I finish my unfolding this scheme, you'll feel like an expensive shirt is but a drop in the bucket. Listen. You know we are well advertised. We spend our half million per year in advertising not for nothing. Everybody is buying our suits, so we'll work in cheap stuff, raise our prices, give our agents the regular rot about expensive production and clean up a gusher, as the sayin' is. Then we'll lie to the income tax collector, salt away our money in stocks and travel. *Aber* we do it so slick no one will be the wiser. Just that easy as I say it is."

"Popper, you've got more brains to the square inch as anyone I know of," agreed Mose, warming to the proposition. "I'm for it. I only today turned down a line of cheap shoddy wool—one million yards at one dollar with ten and three off. It's a bargain."

"You get that stuff! All you can buy!" yelled Abraham, banging the table with his brawny fist so the windows rattled. "We'll make a net profit of twenty-five dollars a suit at the very minimum. Everybody's doing it. Why can't we done it?"

"We could," replied Mose, enthusiastically, "and then—"

Abe Joins a Lodge

"Oh, yes," continued Abraham, not heeding his partner, "there's another thing I done today yet. You know my horror for fraternities, clubs and lodges. Well, today I joined up with one of them lodges. Yes, sir, a lodge! No wonder you gasp so you drop your dirty cigarettes, and me sixty-two years old, ain't it? The man who workt me was a clever feller, an old friend, Isaacs of the pianos. He says this to me, he says, 'Abraham, you're the main guy in this merchant tailor

game, as I is in the pianos. I want you should join up with us. Only the leader in each line is invited. Lots of advantages, too. It will help your business, cost but little, make your competitors jealous, raise you socially, develop you into a bigger man all around.' He fed me so much of that taffy that I fell for it hard."

"What you call this lodge of yours?" queried Mose.

"Rotary Club!" proudly declared the senior.

"That's a funny name," laughed Mose. "They must have wheels in their heads."

The Genesis of Abraham

The next Rotary meeting found Abraham present. He wore his severest mask of icy indifference and his heaviest cloak of superiority. As he stepped into the banquet room his cold grey eyes were horrified at the sight that leapt at them. Four score huge badges hitcht to human beings by means of lapel single-trees, lock-stept together thruout the halls and lobby and seemed for all the world like a mammoth human centipede. Popular melodies were harnest to butchered jingles. Yells, not unlike the despised college variety, thundered against his eardrums like coronation salvos. Ye gods, how like a swarm of hookey-playing schoolboys did they act! He, Abraham, the mail-order suit king, invited to be a hoodlum in a bedlam! He was in the act of stepping out of the banquet room unnoticed, when four men bore down upon him. He afterward knew this squad to be The Greeter's Committee. Now he knew their real caste. There was that most despised Jim Kloney—only a \$5,000-a-year dentist, entirely beneath Abraham's lofty notice. He was the first man who welcomed him with the hearty Rotarian handshake. "Why, if it isn't Abraham of the suitings! How are you, old boy? Welcome!" The second who rusht up was no other than Max Felix, who retailed flivvers. Abraham vaguely remembered that his wife and Max's used to be old friends. Now Abraham considered his family far above such proletarians and in consequence the two ladies seldom spoke. The third, that silly lobster, Lige Morey, whom Abraham himself had discharged six years ago for being too soft-spoken to his employees. He was now retailing ladies' suits. And the fourth, horror of horrors, a newspaper man!

Abraham suffered himself to be welcomed like a millionaire at a bootblacks' convention. He acted kindly; but reservedly. He felt out of place. He decided to sell himself as dearly as possible and slunk into his arctic shell like a polar clam.

Dinner was called and all were seated at long tables. Abraham was placed between what appeared to his startled vision to be, from the inscriptions on their badges, a plumber and a monument salesman.

The meal eaten, a big man with a fierce mustache waved a soiled fork in imitation of a baton and shouted, "Whoop her up, boys! Number thirteen in the brown book. Lively, now. Sing!"

Led by this man with the fork the crowd stumbled and staggered thru a popular melody even to the very end. The chorister was not satisfied. His face turned scarlet, then white. He tore into them like a Yale fullback charging thru a weak High School eleven. "Men, you remind me of a flock of crows! Don't be so egotistical, so self-conscious! Open up! Forget yourselves for once. You'll live longer and feel better while you're living. Throw out your chests and make a noise. All together, *Dixie!*"

The song went big.

Someone made an eloquent talk about the Great Stone Face and Rotary. It tugged at Abraham's heart strings. Another lively Rotary talk followed and then a booster song.

Suddenly Abraham stripped the mask of indifference and the cloak of superiority from his body like worn-out and despised rags. He twisted his line-aged face into a semblance of a smile. He saw things differently and clearly as when a fog quickly lifts itself. He gasped audibly when he glimpsed the canvas of his soul. Money now seemed not to be made for hoarding, but for service to humanity. The thought that all men after all were created free and equal haunted his brain like a ghost. The sudden realization that the span of life we live is far too brief to be squandered in selfish pleasure and personal gain, smote him with trip-hammer force. He caught himself trying to coax back Youthful Spirit and Happiness by singing in his poor old cracked voice something about,

*"Round her neck she wore a yellow ribbon,
She wore it for her lover who was far, far away!"*

For two hours Abraham absorbed and assimilated Rotary until he was so saturated with it that his soul overflowed with altruism and good fellowship. It was as if greed had been metamorphosed into Rotary principles.

The Show-Up

Then the president of the club arose and said:

"Fellow Rotarians, we have with us this evening a selfish man who has joined this noble club because he thinks he will secure *our* business as a direct result and that *his* business will prosper thru us. He believes his membership will cause jealousy among his competitors and is glad of it. He feels that just because he has a berth in the Rotary pullman he can sleep on 'flowery beds of ease,' while the rest of us poor devils ride on the bumpers of hard work. He has carefully figured out how seldom he will be compelled to attend each year and still hold his membership. He has also deciphered that Rotary will be a big thing for him socially.

"Gentlemen, we have unwittingly allowed this man—I take that last word back—this biped, into our club. What shall we do with him?"

Poor Abraham of the changing heart was

paralyzed with fright for these accusations fitted him like a favorite suit. He had felt the president's accusing eyes boring into him repeatedly during this tirade. He wished the earth could open up and swallow him. He knew that he, Abraham, king-pin of the suitings, justly deserved this hurricane of wrath that was about to strike him.

"Mr. President, is this rascal present?" asked a member.

"He is," thundered the president, darting a quick glance at the shrinking Abraham. "We'll be pleased to hear him explain himself now."

Abraham trembled in every fiber, but he posessed that stick-to-it-iveness which characterizes every good business man and which now compelled him to see this thing thru to the bitter end. He was preparing to arise to explain as best he could when to his astonishment and joy he saw a man nearer the chairman slowly get to his feet. "The clothes must fit two of us," thought Abraham.

A Plea for Mercy

The man stood silently before his stern jury of three hundred for a full minute. He looked ghastly under the artificial lights. He wore a wounded expression on his bloodless face. He was visibly nervous. "Gentlemen," he began awkwardly, "I am the accused and plead guilty to all charges, even to more than your president has recited. In pleading guilty I do so asking for a light sentence. It all happened because I did not look into the Rotary Code of Ethics before I handed in my check of acceptance. I thought my name on your roll would place me in the more favorable eyes of business and society. I joined for what I could get out of it and in doing so delighted in the fact that the list would be closed to my hated competitors. I expected to criticise and knock on the sidelines and to attend the regular luncheons just enough to keep within the law. I was selfish, greedy and critical.

"I have sinned ignominiously in your eyes, gentlemen, but ask for clemency. While sitting here this evening I heard your wonderful songs, and though I have not chirped for years, I opened my profane old mouth in song. My heart grew lighter as I heard your talks. I came to scoff, but wish to remain to pray. Especially did I enjoy the Great Stone Face story and its application to Rotary. I have listened with hungry ears to the first chapter of this book of Rotary and find that my heart has actually been moved to a change. Sirs, I wish to remain in this club for the following reasons, which I trust will teach me how to become a true Rotarian. I do not think so much of social and business gain at this time as I do of service to others and of trying to apply the Golden Rule to my own business. Men, I ask for a chance to grow into a real Rotarian! Will you give me the chance? Possibly some of you fellows do not recognize me. I am your old friend, John Doe. My classification might be that of druggist, barber, dry cleaner, doctor, merchant, lawyer, photographer, salesman, or any of the other lines of business."

The plumber jabbed a sharp elbow into Abraham's spare ribs and whispered between chuckles, "We had you guessing that time, didn't we? Furgenson's some actor all right, isn't he?"

Before Abraham could answer, the president asked, "Fellow Rotarians, you have heard John. What shall we do with him?"

"Keep him, he's good Rotary material!" yelled someone.

"All in favor of that, stand. Unanimous vote," declared the chairman. "John Doe, you are elected to remain a Rotarian in name at least. Live such a life that even the blind must call you a follower of Rotary. John Doe, I wish I could define the word Rotary for you. It is such a growing, resilient thing! When we think we have it safely corralled in a tight fence it keeps right on growing and developing until it bursts all boundaries. Someone has likened it to business-applied-Christianity, but that defines only an arc of the wheel. Another believes Rotary to be a betterment of the individual, of his business and of society. Still another believes that Rotary is not a distinctive social club one may attend or not as he feels able; that it is not a so-called lodge that one may join, regularly pay his dues and never attend; but that it is an international association of business men whose meetings are flavored by a social sauce, a certain individualistic flavor from which something is subtracted when one member is absent. No doubt we all have different ideas of Rotary. Some time, and soon, I believe, the lexicographers will give the word 'Rotary' with its derivatives a place in the Unabridged Dictionary. Then its meaning will be broadened and the foremost writers and speakers of the world will be using these words with a new and hitherto unexpressed meaning. John, by reading the literature of our club and by practicing the Code of Ethics you will grow into a Rotarian if your soul is not already too far decayed. I trust your life will soon mirror the true spirit of Rotary. That is all for you, John Doe.

Abe Is Introduced

"Fellow Rotarians, we have with us tonight a new member, Abraham. Before I call on you for a few remarks, Rotarian Abraham, I wish to explain the strange and embarrassing procedure you have witnessed. My first outburst against the man who sinned was to place emphasis on your initial Rotary lesson. I believe it struck home, because your face suddenly paled as if an arrow had pierced your heart.

"You are now in the state of germination which if the Rotary seed has fallen on fertile soil you will soon outgrow for the second period which is development. After this you will come to the final or fruition period. Some complete this schooling in a few weeks. Others take years or never graduate from the first period. It is up to you personally, Abraham, to develop Rotarially.

"All of us, with possibly a few exceptions, originally joined this Rotary club for some degree of self gain or glory, not knowing in our crude and un-Rotarian state of being what Rotary is or isn't. No one blamed or criticised us then. But if we continue to pet our selfish ideas and also to hang to our membership with a dog-in-the-manger-grip we *should* be criticised. No true Rotarian can be Rotarianistic for the hour that we meet and then return to a selfish and crooked business. The power of Rotary is individualistic. Your family, your friends, everyone with whom you come in contact will know by the sparkle in your eye, the wave of your hand in greeting, and the tone of your voice that you are a Rotarian. In the broadest sense of the word you do not have to be a member of the club to be Rotarianistic.

"Another thought. What seems true and wonderful sometimes about Rotary is not that it makes men any different than they are deep down in their hearts. It only causes them to express what they have been hiding for fear of being thought weak and effeminate. Most men are all

right by nature, but they do not permit their hearts to rule them or express outwardly their true selfhoods. *Rotary brings hidden virtues to light.*

"Do you wish to say a few words, Abraham?"

Abraham arose and briefly stated a few potent things that were clamoring for utterance.

He was applauded and called a good fellow.

He walked home intoxicated with joy. Every dirty urchin he passed seemed a little brother. His mind was so exalted in altruistic entanglements that he slept and would have fallen had it not been for the timely assistance of Big Mike O'Leary, the policeman.

"Sure, an' you've had a drop o' the ould potheen, I'm thinkin'," said Mike.

"No, Mike, I'm tipsy all right, but not from drink. Say, Mike, have you a little Irishman at home?"

"I sure have, sor. Me and the missus is blest wid three o' the cunnin' craythures."

"Then take this money and buy 'em something to play with already," ordered Abraham, forcing a five dollar note into Mike's big mitt.

"Sure, Oi'll do that, sor. Thank ye."

As soon as Abraham had moved on, Mike tapt his forehead significantly and muttered. "Loony for sure. That's the guy what tried to flatten me out last week wid his super-eight or Oi'm an angel."

But Abraham was not crazy. At last he was sane. This was the first money he had ever given wholeheartedly to charity and the very act of

handing it out so filled him with sane and happy thoughts that instantly he saw with clear vision the business changes he must make on the morrow.

The following morning Abraham and Mose had their usual conference. Abraham had a gardenia in his lapel and roses on his desk. His face was



so fresh and wreathed with so many bright smiles that at first Mose was half-blinded and thought that his senior had borrowed Gabriel's largest halo.

"Why, Abraham, you is different!" gaspt Mose. "So fresh and younglike!"

The Translation of Abraham

"Sure thing, Mose. I'm just as fresh and young inside, too, as I used to was fifty years ago. I am re-born again last night. Behold me, Rotarian-Abraham-and-proud-of-it!"

"Also, Mose, I've got a lot to talk to you about. No time to waste, neither. We're going to apply the Golden Rule to our business now. As soon as you can I want you should cancel that order for the shoddy wool, then raise all the wages, alter that old vacant work-room into a ladies' rest room, improve the lighting conditions in all our

workrooms and sell our suits so our profits will not exceed 8 per cent. All them other fellers has done this long ago already. Let 'Service above Self' be our motto hereafter."

"Whee-ee! Some big order!" exclaimed Mose. "Your Rotary Club must be like what the fire department tries to be—quick acting."

"In my case it was, maybe because I had more to change as some of the other fellers did," explained Abraham. "Another thing," he added, with a chuckle, "you're going to join with the club yourself as my junior, so if you have imbibed any of my old-time meanness, get it right out of your system. Y' understand?"

"Sure," murmured the agreeable Mose. "I'm itching to get some of that sunshine pep myself already. I feel now out of place here."

"Mose," encouraged Abraham paternally, "I want you should get the grand Rotary vision early in life. Think of the world of good you can do! Look at me. I spend my whole life in a bitter fight against humanity for the stuff that rusts and thieves break in and steal and now I am an old man already with but a few failing years to atone for my past blind life. But you, Mose, you are at the threshold of a wonderful opportunity! I know as this sounds as church piffle, but take the advice of an older and wiser man, a man that has saw the magnificent Rotary vision spread before him only last night like a fire from Heaven; take this man's advice, I say, learn to live and love Rotary."

—Lester Everett Foster is a Rotarian of York, Nebraska.

The Progress of Rotary

By Aldo Leopold

IF there is any one idea that might be called the keynote of the American philosophy of life, it is this: that actions are not only greater than words; but greater even than thoughts. The mere talker we esteem lightly or not at all, the thinker we accord a dutiful, not a very heartfelt recognition; but the executive is our man among men. Whom do we discuss in our smoking compartments, the man who conceived the automobile or the men who make it?—the inventor of safety razors or the manufacturers? I don't believe there is a man in our Club who could name the inventor, nor a man who could not name half a dozen manufacturers. To put an idea into practical operation is to us a greater thing than the idea itself.

The greatness of Rotary is typical of America, the birthplace of Rotary, because it puts into practical operation ideas which have existed ever since ethical men began to think. Confucius wrote a code of ethics which would do very well for our club; but he failed to propose any device for getting men to make a start toward adopting it in practice. When Ecclesiasticus wrote of the pricelessness of friendship, and the dignity of all the trades and the professions; when Emerson said: "Every man is my master in some point, and in that I learn of him," and when Rousseau said: (I think it was Rousseau) "I cannot hate the man I know," the sprocket wheels of Rotary were pretty well outlined on paper. But it remained for Paul Harris to manufacture them and gear them together into an engine, workable the world over, ener-

gized by a need found wherever men are found and peculiarly adapted to the most difficult of all work—ethical progress.

In other words, the greatness of Rotary is not in its ethics; but in its efficiency as a device for encouraging their practice. Schopenhauer said only a few generations ago that "the wise in all ages have always said the same thing and the fools just the opposite, and so it will continue." But he was reckoning without the moral developments of the twentieth century, of which the spread of Rotary is certainly one.

To my own personal view, the most impressive single fact about Rotary is the way in which it is spreading spontaneously over the whole civilized world. In all the world's history there have been surprisingly few innovations in social organization based on such fundamental human needs as to be spontaneously adopted by men in all countries. It took paid organizers and propaganda to spread most of our few world-wide institutions; but there are two that are spreading of their own obvious merit. One is the republican form of government. The other is Rotary. I mention these two things together in all humility and I take pride in the fact that while both ideas were born centuries before Columbus, the first practical operation of both ideas took place in my native land. In a double sense, both are typically American.

There is said to be a movement on foot to establish national sections of International Rotary. To me it seems that such a move would

be singularly unfortunate. There is something splendid in the thought that Rotary neither knows nor needs boundary lines. We do not need nationalized Rotary to make us good Americans—if we were not so unalterably, we could never qualify as Rotarians in the first place. We do need International Rotary, and we are getting it. If Rotary spreads for another decade at the present rate it takes no imagination at all to see that it will be one of the most powerful agencies in existence for building a real world peace, a real understanding among the Nations. As an agency for international peace, Rotary builds from the ground up.

Remember: "I cannot hate the man I know." With real international acquaintance, the occasional mucker, whether individual, firm, or nation, will be either reformed or out of business before he gets big enough to make much trouble.

Let us ponder well before we adopt a nationalized Rotary. Rotary is too big an idea to be cut up like an apple. Rotary is an individual relation, but on the bedrock principle that a man is a man. You can not build partitions in that foundation, altho partitions are desirable and necessary above it. Kipling spoke much wisdom for us when he said:

"But there is neither East nor West, Border, nor Breed, nor Birth,

When two strong men stand face to face, tho they come from the ends of the earth!"

—This address was delivered before the Rotary Club of Albuquerque, New Mexico.

New Rotary Clubs

Cecil B. Harris, Assistant Secretary in Charge of Department of American and Canadian Extension

THE following Rotary Clubs have been elected to membership in the International Association of Rotary Clubs since the last list was published in the April, 1920, issue of THE ROTARIAN.

SWIFT CURRENT, SASK., CANADA, CLUB No. 634.
Special Representative, J. A. Caulder of Moose Jaw; president, W. W. Cooper; secretary, Dawson Bain.

IRONTON, OHIO, CLUB No. 635.
Special Representative, Willard V. Swartzbaugh of Chillicothe; president, F. R. Henderson; secretary, E. B. Adams.

GUELPH, ONTARIO, CANADA, CLUB No. 636.
Special Representative, Norman W. Tovell of Toronto; president, Alexander Stewart; secretary, Geo. S. Hedley.

BIDDEFORD-SACO, MAINE, CLUB No. 637.
Special Representative, Oliver P. T. Wish of Portland, Me.; president, Percy N. Sylvester; secretary, A. N. Burnie.

ATHENS, PENNSYLVANIA, CLUB No. 638.
Special Representative, Chas. L. Lewis of Sayre, Pa.; president, David A. Keefe; secretary, Charles F. Kellogg.

ST. AUGUSTINE, FLORIDA, CLUB No. 639.
Special Representative, Harry Hoyt of Jacksonville; president, John J. Gannon; secretary, George W. Bassett, Jr.

KENORA, ONTARIO, CANADA, CLUB No. 640.
Special Representative, J. A. Fife of Fort William; president, John Goldie; secretary, Dr. C. A. Schnarr.

SANTA ANA, CALIFORNIA, CLUB No. 641.
Special Representative, Ed. J. Steinke of Long Beach; president, M. O. Robbins; secretary, M. E. Metcalf.

TORRINGTON, CONNECTICUT, CLUB No. 642.
Special Representative, Wm. J. Pape of Waterbury; president, George L. Ross; secretary, John W. Halliwell.

GREENWOOD, MISSISSIPPI, CLUB No. 643.
Special Representative, Edward Yerger of Jackson; president, James S. Love; secretary, Earle L. Whittington.

WELLAND, ONTARIO, CANADA, CLUB No. 644.
Special Representative, Russell T. Kelley of Hamilton; president, Lynn B. Spencer; secretary, F. P. Gormely.

BELLEVILLE, ONTARIO, CANADA, CLUB No. 645.
Special Representative, Norman W. Tovell of Toronto; president, E. Gus Porter; secretary, Wm. L. Doyle.

OIL CITY, PENNSYLVANIA, CLUB No. 646.
Special Representative, L. C. Voss of Pittsburgh; president, E. E. Bailey; secretary, J. W. Barr.

PITTSBURGH, PENNSYLVANIA, CLUB No. 647.
Special Representative, Richard Trethaway of Wilkes-Barre; president, J. F. O'Boyle; secretary, W. B. Gilbert.

NAMPA, IDAHO, CLUB No. 648.
Special Representative, Wm. N. Northrop of Boise; president, Robert A. Davis, Jr.; secretary, C. R. Hickey.

NAPA, CALIFORNIA, CLUB No. 649.
Special Representative, George H. Brown of Oakland; president, J. E. Beard; secretary, Ralph W. Miner.

CHICKASHA, OKLA., CLUB No. 650.
Special Representative, Leonard Bailey of Oklahoma City; president, Chas. S. Evans; secretary, J. Edwin Pool.

DANVILLE, PENNSYLVANIA, CLUB No. 651.
Special Representative, Wm. H. Greenough of Sunbury; president, C. S. Wagner; secretary, T. G. Vincent.

CAIRO, ILLINOIS, CLUB No. 652.
Special Representative, C. A. Taylor of Harrisburg; president, Dr. Nic W. Cox; secretary, C. R. Dunlap.

YONKERS, NEW YORK, CLUB No. 653.
Special Representative, E. R. Chamberlain of Mt. Vernon; president, Robert C. Blackburn; secretary, Frank R. Guy.

RICHMOND, CALIFORNIA, CLUB No. 654.
Special Representative, Neil E. Munro of Berkeley; president, Joseph F. Brooks; secretary, Harry Marcus.

HOLLAND, MICHIGAN, CLUB No. 655.
Special Representative, District Governor H. E. Van de Walker acting personally; president, Carl A. Biggee; secretary, Charles J. McLean.

REDLANDS, CALIFORNIA, CLUB No. 656.
Special Representative, Frank W. Chandler of San Bernardino; president, Dr. C. L. Curtiss; secretary, C. Calder Bennett.

ALLIANCE, NEBRASKA, CLUB No. 657.
Special Representative, Charles W. Pugsley of Lincoln; president, W. R. Pate; secretary, Rufus Jones.

LARAMIE, WYOMING, CLUB No. 658.
Special Representative, J. H. Walton, Cheyenne, Wyoming; president, J. R. Sullivan; secretary, Earl S. Peirce.

GAINSVILLE, TEXAS, CLUB No. 659.
Special Representative, Charles W. Richards of Ardmore, Okla.; president, Frank Morris, Jr.; secretary, Lee Kuehn.

BUENOS AIRES, ARGENTINE, S. A., CLUB No. 660.
President, Dr. Jorge Mitre; secretary, I. R. Bourse.

SHEFFIELD, ALABAMA, CLUB No. 661.
Special Representative, W. R. Hutton of Huntsville; president, Frank E. Julian; secretary, O. J. Stephens.

WEYBURN, SASK., CANADA, CLUB No. 662.
Special Representative, J. F. Hare of Moose Jaw; president, Charles Raven; secretary, J. H. Mertz.

ATLANTIC, IOWA, CLUB No. 663.
Special Representative, J. Chris Jensen of Council Bluffs; president, Harry B. Swan; secretary, Tom B. Bonham.

MARION, INDIANA, CLUB No. 664.
Special Representative, District Governor Chas. E. Watkins acting personally; president, Salem Towne; secretary, John Wells.

NEWBERRY, SOUTH CAROLINA, CLUB No. 665.
Special Representative, David E. McCuen of Greenville; S. C.; president, Z. F. Wright; secretary, B. L. Dorrity.

PALATKA, FLORIDA, CLUB No. 666.
Special Representative, W. B. Taylor of Gainesville; president, F. E. Waymer; secretary, H. M. Fearnside.

GRAND ISLAND, NEBRASKA, CLUB No. 667.
Special Representative, James V. Beghtol of Hastings; president, T. O. McLaughlin; secretary, David J. Traill.

SCOTTSBLUFF, NEBRASKA, CLUB No. 668.
Special Representative, Charles Pugsley of Lincoln; president, E. E. Magee; secretary, H. S. Stark.

LAS VEGAS, NEW MEXICO, CLUB No. 669.
Special Representative, Edward J. Carson of Raton; president, Dr. Frank H. Crail; secretary, Roderick C. Jackson.

HARTFORD CITY, INDIANA, CLUB No. 670.
Special Representative, District Governor Chas. E. Watkins, acting personally; president, A. G. Lupton; secretary, S. C. Levy.

ONEIDA, NEW YORK, CLUB No. 671.
Special Representative, Frank W. Weedon of Syracuse; president, Chas. M. Stone; secretary, Jerome H. Fort.

ABERDEEN, WASHINGTON, CLUB No. 672.
Special Representative, T. L. Monson of Seattle; president, Hugh M. Delanty; secretary, Eugene W. Cade.

MT. CARMEL, ILLINOIS, CLUB No. 673.
Special Representative, Charles A. Taylor of Harrisburg; president, W. R. Kimzey; secretary, C. E. Reynolds.

MARYSVILLE, CALIFORNIA, CLUB No. 674.
Special Representative, Jack E. Lynn of Sacramento; president, A. W. Lewis; secretary, Leo A. Smith.

Club Notes

A SAFETY FIRST MEASURE

THE suggestion has been offered that some clubs wish to avoid adopting resolutions on this, that, or the other thing and that the adoption of a special By-Law by the Club would save the Club from constantly having to take action or decline to take action on matters presented to it from various sources. Such a By-Law might read about as follows:

Special By-Law

"This club, while it may afford a hearing to all measures, will not attempt, by formal action, to commit its members to advocacy of, or opposition to, any measure not directly related to Rotary."

"Help the I. A. R. C. Get Its U. S. Federal Charter"

UNITED STATES Senator McKellar (Tennessee) has introduced Senate Bill No. 3869, "To Incorporate the International Association of Rotary Clubs and for other purposes," and this bill has been referred to the Judiciary Committee composed of the following senators:

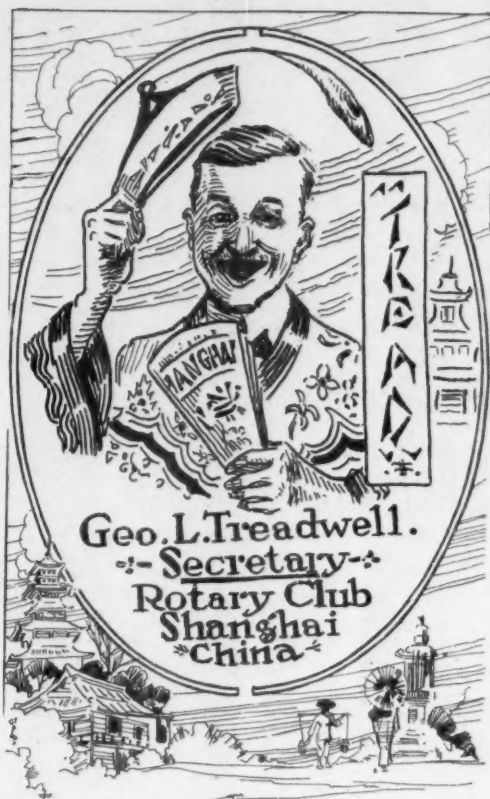
Knute Nelson (Minnesota), William P. Dillingham (Vermont), Frank B. Brandegee (Connecticut), William E. Borah (Idaho), Albert B. Cummings (Iowa), LeBaron B. Colt (Rhode Island), Thomas Sterling (South Dakota), Albert B. Fall (New Mexico), George W. Norris (Nebraska), Frank B. Kellogg (Minnesota), Charles A. Culberson (Texas), Lee S. Overman (North Carolina), James A. Reed (Missouri), Henry F. Ashurst (Arizona), John K. Shields (Tennessee), Thomas J. Walsh (Montana), Hoke Smith (Georgia), William H. King (Utah).

If your Senator is on the list write him immediately, urging him to see that the charter is reported upon favorably.

If the association can obtain a charter in the United States it will be in a better position legally to protect the name and emblem from people and concerns who are trying to commercialize it and also from other organizations who would organize clubs under the name "Rotary."

MITCHELL, SOUTH DAKOTA.—Who says everybody in South Dakota is a Swede? Here is the program of the Rotary Club meeting held on March 17th:

St. Patrick, Ireland's Most Noted Character.Mike Delaney
Why an Irishman Makes a Good Policeman.Mike Welch
My Next Trip to Ireland.Mike Patton
There Are No Snakes in Ireland. Why?Mike Burns
The Affinity of an Irishman to a Brick. Mike Ball
The Irish and Their Blarney.Mike Reddy
Why I Left Ireland.Mike Lovinger
Erin, the World's Only Emerald Isle. Mike Leehan



"Tread" of Shanghai arrived from China on the SS. Ecuador in April to attend the Atlantic City Convention. Before he left, the above drawing of him was etched by the celebrated Korean artist, Wun Bum Lung

CALCUTTA, INDIA. Two unusual addresses were given before the Rotary Club early this spring by Sir Vincent J. Esch, F.R.I.B.A., and the Hon. Mr. Surendranath Banerjea. Sir Vincent Esch spoke on housing conditions in Calcutta, which are acute as in the rest of the world, and concerning plans for the beautification and enlarging of the residential suburbs. The Rotarians are taking a decided and influential interest in the large plans which are now under way for a greater and more beautiful city.

The Hon. Mr. Banerjea spoke at length regarding the Indian scheme of reform, concerning which there has been much discussion both in England and elsewhere. Mr. Banerjea's address was a masterly presentation of the ideals possible of realization in India under the proposed scheme.

Both addresses were published in full in the *Statesman* and *Bengalee* of Calcutta.

RICHMOND, VIRGINIA.—The Rotary Club has raised among its membership a large sum of money which will be used to build a Central Boys Club in this city; it having been demonstrated after a survey that there are hundreds of boys not affiliated with any church or the Y. M. C. A., who have no place to meet except on the street. If the Central Club turns out well, branches will be opened later on.

GENEVA, NEW YORK. The Rotary Club gave a dinner to the men who had been naturalized during the year. There were 43 new citizens present. Members of the Club had been assigned to bring one of the new citizens to the dinner and act as his host for the evening. Each guest was introduced by his host, who told his name, the country of which he was a native, his present business and any other item of interest. The majority of the men claimed Italy as their native land tho there were several from England, Holland, Canada, Denmark, and Albania. A good many of the younger men had gained their citizenship by their war service. These men received a very hearty welcome. The President of the Club, E. S. Dean, presided and, after three short addresses in the Italian language, Judge G. F. Bodine, of Waterloo, N. Y., gave an excellent talk on "The Duties of Patriotism." The dinner was informal and much mirth and good fellowship were in the air. The practical step for Americanization was a complete success and hosts and guests went to their homes with a higher love for freedom and democracy.

GLASGOW, SCOTLAND.—President Emeritus Paul P. Harris received the following greetings from the Rotary Club of Glasgow, Scotland, signed by J. Lloyd Barnes, President of the B. A. R. C. and Governor of the 24th District, and M. Murray Dewar, Jr., President of the Rotary Club of Glasgow.

"Rotarians of Glasgow Rotary Club are celebrating the Birthday of Rotary. Best wishes, good luck, and 'lang may your lum reek.'"

Those familiar with the language of Bobby Burns will recognize in "lang may your lum reek" the old familiar Scottish greeting "long may your chimney smoke."

CHARLES CITY, IOWA.—Dave E. Darrah, President of the Rotary Club sent a letter in to Headquarters so full of pep one day that the darn thing just climbed bodily into THE ROTARIAN. Here it is:

"Charles City Rotary has not been asleep on the job this winter. We have been sawing wood and keeping still until at last we feel that we can't keep still any longer.

"We swung behind the Building and Loan Association movement here a few months ago and have boosted it across to a successful completion; rolling up a sale of stock which was a surprise to everybody.

"Without waiting to roll down our sleeves we took the State Governor's request very seriously that each city help its local Militia get firmly established. Charles City Rotary organized a campaign, raised \$2,500 cash, called in an architect, remodeled the Militia lounging rooms and thoroly equipt them. As a result, Charles City's local Company is in fine shape and thinks Rotary is about right.

"We felt so darned good when we got that job done that we championed the cause of one of our small county villages, which was trying to get a Post Office of its own, and are just now very busily engaged co-operating with the Farm Bureau in getting the Post Office Department to establish a Post Office in this town and deliver the mail daily by interurban. We're going so darned strong right now that we don't see how the "Powers that Be" at Washington can dodge the issue.

"Charles City Rotary hasn't been asleep on the question of promoting better feeling between the country and the town. We have been doing a lot of quiet missionary work which resulted today in a splendid meeting of the Rotary Club with the directors of the County Farm Bureau.

DAVENPORT, IOWA.—The Rotary Club has founded a Memorial War Service Scholarship Fund consisting of a fund of \$2,100, the interest of which sum, amounting to \$100 per year to be loaned to deserving graduates of the Davenport High Schools to pay for their scholarships in such Colleges or Universities as they choose. The \$100 is to be loaned for the period of five years to the student without interest.

YOUNGSTOWN, OHIO.—The Rotary Club has been instrumental in securing a 25 per cent increase in wages for school teachers and janitors.

Rotarian W. W. Gillen headed the organization which successfully conducted a drive to raise \$150,000 for improvements on the Ursuline Sisters' Academy.

WINSTON-SALEM, NORTH CAROLINA.—Mr. R. W. Pou, farm demonstration agent for Forsyth county, is placing before the boys of the agricultural clubs the matter of the contests for prizes that are being inaugurated by the Winston-Salem Rotary Club with a view to aiding in the farm development of the county.

This club, thru its farm relations committee, of which Mr. P. A. Gorrell is chairman, has offered \$75 in prizes each year for three years to the boys making the best showing in the raising of various farm produce on an acre or less of ground. The plans have been worked out in co-operation with Mr. Pou.

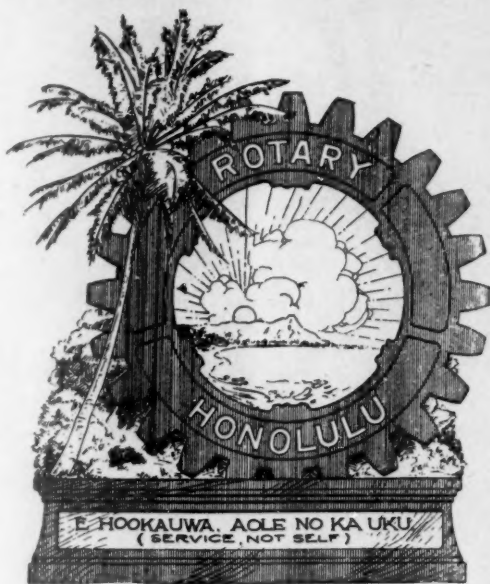
MADISON, WISCONSIN. At a recent meeting of the Rotary Club, 36 fatherless boys were guests of the Rotarians who were not fortunate enough to have sons of their own. Each Rotarian invited his own son who was old enough to stay up until 9 o'clock.

FT. COLLINS, COLORADO. President Taylor R. Hadley, President of the Rotary Club, died last month. Out of respect for him a new President was not elected until the 1st day of May. Vice President Charles A. Lowrey was acting Chairman.

EDMONTON, ALBERTA, CANADA. An appeal made to the Rotary Club from the Women's Institute for poor children in Southern Alberta, brought forth a generous gift of clothing and cash.

PORTLAND, OREGON. The Rotary golf term is now in progress at the Municipal Links.

TERRE HAUTE, INDIANA. The Rotary Club held an agricultural day at which each Rotarian brought a farmer friend. 25 farmers were present for those who did not bring their own guest.



HONOLULU, HAWAII. The Club will be well represented at Atlantic City. They are planning to put Honolulu on the map at the Convention in a novel and unique way.

Money

EVERY honest man must make a certain amount of money in order to pay his bills, be square with the world, save his self respect and play his part in the life of his day. When money is thought of as the tool of life, the means of doing things worth while and buying the things which are good and beautiful, then money becomes a joy and a power for good. When a man simply makes a lot of money just to have the power it represents without due thought of its responsibilities—then money may be a curse to life. When money makes a snob, a fool, or a libertine, money has gone wide of its true aim. Many men get flabby in the luxury money provides—many men get lazy in the freedom money buys, many men become cruel in spirit and unreasonable in mind, in the power money represents.

Money buys books, but it takes brains to appreciate them. Money buys pictures, but it takes the eyes of a real artist to see their beauty. Money can build a large house and fill it full of furniture, but only love and true character can make a home. Money can provide the make-up to fool men on earth, but money cannot change the looks of a soul as the clear eye of God sees it.

The main point with a true Rotarian is not how much money does he make, but what does he do with it in the world.

If you have genius to make money then the world asks you to use the same genius in its use. A rich, ignorant, selfish, idle fool is a pathetic sight to God and man. Rusty dollars are always witnesses against the men who owned them. Hoarded dollars are in prison serving life sentence.

This is a world that always calls for an active mind and a warm heart. Look out, Rotarians, the dollars will get you if you don't watch out.

—Rotary Club of Toledo, O.

DAYTON, OHIO. The 60 members of the Rotary Club signed and paid in full \$4,200.00 for the Boy Scout movement recently. The Rotary Club took this obligation upon itself. The cancelled note, framed, will hang in the Boy Scout Lodge.

TORRINGTON, CONNECTICUT. Ole Hanson, Seattle's famous Mayor, was a guest during "All Rotary Week." 1,385 guests of Rotary heard the most inspiring talk on Americanism ever heard in Torrington.

EVANSVILLE, INDIANA. The Rotarians have formed a co-charity fund.

LIVERPOOL, ENGLAND. The Rotary Club of Liverpool, thru Rotarian Hunter Rodwell, has started a movement for a community dance-hall for the young people.

SANDUSKY, OHIO. The Rotary Clubs of the 15th, 19th, 20th and 22d Districts are planning a delightful trip to Atlantic City by boat thru the Great Lakes, going by way of Duluth to Buffalo and thence by train to Atlantic City. A palatial Lake Steamer will be chartered for exclusive use of the Rotary crowd on the Lake trip. This will certainly be conducive to the development of Rotary acquaintance and friendship, besides being an ideal vacation trip.

NASHVILLE, TENNESSEE. Hon. John Barrett, the Pan American Bureau's speaker, was a guest and speaker of the Rotary Club last month. The Rotary Club is pushing the Boy Scout Campaign.

LYNN, MASSACHUSETTS. Dave Farnham visited a Rotary Club in Canada a few weeks ago where the meeting was conducted in French. He intended to leave early but mist his train because he couldn't say "Please excuse me" in any language but English.

JACKSON, MICHIGAN. The Jackson Rotary Club, the Kiwanis and Exchange Clubs, held a union meeting as a climax to the Boy Scout's Campaign. The Rotarian solicitors and Rotarian teams raised by far the largest amount of money.

FRANKFORT, INDIANA. The need for teachers and the needs of teachers were discussed at a special meeting during Teachers Week.

WARSAW, INDIANA. A Rotary Drum Corps is being planned. Equipment, drums, and uniforms will be bought for 8 boys.

YOUNGSTOWN, OHIO. The housing situation is one of the leading aims of the Youngstown Club. Rotarian Fred Van Amburgh, publisher of *The Silent Partner*, delivered one of his famous addresses at a recent discussion of it.

RACINE, WISCONSIN. Mr. A. M. Simons, the head of the Department of Public Information spoke on the personal relations of industry. He is appointed by President Wilson and made a trip to Europe three times for the purpose of securing information on the industrial question.

BERKELEY, CALIFORNIA. The President of the Rotary Club acted as host and guest to the Executive heads of the various departments of the University of California. The object of the meeting was to give the citizens of Berkeley a better working knowledge of the University and what it is doing.

SLAIN BY BANDITS

FRANK L. JOHNSON, Rotarian of Newark, Ohio, was murdered by brigands at Aintab, Syria, February 2, 1920. He was en route to India in a Near East Relief motor car with a companion when Syrian Insurrectionists, believing them to be a party of French, attacked the car and slew both the occupants of it.



Frank L. Johnson

He was State Secretary for the Association in Indiana. In 1911 he went to Newark, Ohio, and took charge of the affairs of the Association in that city.

The winter of 1917 found him in Le Mans; in 1918 he was at Chateau Thierry. He became attached to the 26th Division and with them served through the fighting in the Argonne and at St. Mihiel. He was twice cited for gallantry for aiding the wounded under fire and after the armistice was put in charge of the Y work for a Division, then made Director of an Area.

He then went, accompanied by Mrs. Johnson, to Constantinople and opened a Y there for the sailors of our ships before starting the trip on which he met his death.

PADUCAH, KENTUCKY.—A healthy young 'un has been born to Paducah Rotarians. Said youngster has been duly christened *The Rotary Cog* and is a new member of that bright and frolicsome family of Rotary publications which help drive dull care away thruout the world.

MEMPHIS, TENNESSEE not to be outdone by Paducah announces *The Memphis Rotary Wheel*, another bright spot in Dixie.

LIVERPOOL, ENGLAND.—The Rotary Club has presented the New York, U. S. A. Club with a magnificent Georgian salver and stand in token of the good fellowship existing between the Rotarians of England and the United States. "Hands across the sea" is the real stuff in Rotary.

CHESTER, PENNSYLVANIA.—Lo and behold, another infant added to the year's collection. Ladies and gents, permit us to introduce *Rotary Punch*, of Chester, Pa., brought into this bright and festive world on the hands of the make-up man for the first time Feb. 23d, 1920. Whoop it up, kid!

MANILA, PHILIPPINE ISLANDS. The following letter proves that the Manila Rotary Club is living up to the slogan of Service:

The Government of the Philippine Islands
Department of Commerce and Communications
Manila

January 24, 1920.

Gentlemen:

I have the honor to advise that, agreeable to your request of the 16th instant I have today authorized the Director of Posts to restore the domestic postage rate formerly charged for mail carried from the Philippines to the United States Post Office at Shanghai.

Very respectfully,
Dionisio Jakosalem,
Secretary of Commerce and Communications.

The Rotary Club,
65 Cosmopolitan Building,
Manila.

SEATTLE, WASHINGTON. The Rotary Club had a pleasant surprise lately at a Ladies' Night when Mrs. Stanley J. Long, wife of the club's vice-president, gave an exceptionally able speech in answer to a toast to the ladies.

Cecil Martin wielded the potato masher with customary *sang froid*.



The gentleman on the left is Charlie Schwab, who told Sam Botsford at a Chamber of Commerce dinner in Buffalo one night that he made Cicero sound like a tinkling cymbal. Sam is a Rotarian, of course—Past President of the Buffalo club, and Vice-President of I. A. of R. C. in 1917-18.



This is "Add" Leach, Leader of the Fargo, N. D., Rotary Band. Some kid—what?

DUST TO DUST



When you get to thinking you're better than the Missus, consider Miss Bonnie McCarroll, the lady in the above picture. This didn't bother her a bit at an Oregon rodeo. Photo copyright by W. S. Bowman.

SANTA BARBARA, CALIFORNIA.—The Rotary Club entertained a Cleveland party of seventy business men and their wives who were making a special tour of the coast in a special train. On their arrival they were met by a delegation of Rotarians who welcomed them with a few rousing Santa Barbara songs. The following morning the Rotary Club showered them with flowers, and at a special Rotary luncheon held in their honor the ladies of the party each received a bunch of sweet peas and violets. The Cleveland party claim it was one of the best receptions given them during their trip.

CLARKSVILLE, TENNESSEE.—Chas. W. Bailey, on his nomination as District Governor the other day, was congratulated by the First Woman's Bank of Tennessee. This bank is the most unique in the United States. It is controlled and operated entirely by women, even to the janitress.

KANSAS CITY, MISSOURI.—Andrew Home Morton, Past President of the Rotary Club of London, England, was the guest and main speaker of the Kansas City Club recently. His subject was "Rotary in the British Isles." He is an industrial engineer.

ATLANTA, GEORGIA.—The Rotary Club, thru its board of directors, was instrumental in bringing the street car strike in March to a close, addressing a letter on the situation to the labor leaders. The strike was called off on March 12th.

PIQUA, OHIO.—The Rotary Club will arrive at the Atlantic City Convention in some style, preceded by the Piqua High School Band of forty pieces. The Piquans claim they'll sure wake up the fishes when they breeze in.

LEAVENWORTH, KANSAS.—The Boy Scouts of this city rose to the occasion when every Rotarian took two boys with him to luncheon recently and the boys were called on for speeches. Some of them surprised the old codgers who thought they had a corner on all the gas in the community.

(Continued on Page 266)



“Am I My Brother’s Keeper?”

By Raimundo de Ovies

I WANT to present a picture or two, without many details; but as vividly as I know how; for they are pictures of the origin of two of the greatest calamities that ever oppress the human race. One is that of a boy who affected the fortunes, the life, the home, and the happiness of practically every man in this country; yet I doubt if five of us could give that boy’s name.

In the slums of a certain city of Europe, a half-degenerate boy, over his wine, and with a few cronies, discust his actual or supposed wrongs. He was unknown, utterly unimportant; but certain men who had in their own minds big schemes, saw a ready-made tool in him. They used him; and the upshot of their planning was that the youth took a pistol and slew one who sat high in the councils of the great. Most of us can remember reading in our papers that the Archduke of Austria had been assassinated. It meant absolutely nothing to us; and we may have wondered, mildly, why the “wop” did it. Yet that incident plunged the whole world into the most bloody and disastrous war humanity has ever known, and there are aching hearts in every gathering of men and women the whole world over because that boy was allowed to become a degenerate, while men say, “Am I my brother’s keeper?”

Here is the other picture: Over the great Chinese Desert a little caravan is wending its way, when suddenly one of the group shivers violently. He climbs down from his camel, teeth clicking, limbs twitching, and ignites a tiny fire of dung, over which he crouches. He continues to shiver, coughs; and then he burns with fever. The caravan comes to a halt and the headman rides back to look over the straggler. He shrugs his shoulders with Oriental fatalism, rejoins the waiting line, and the caravan moves on. A sick man, and a sick Chinaman, only!

The Chinaman comes out of his stupor, at length, staggers to his feet and remounts his beast. After a while he reaches a small community, falls from the camel and is ministered to by kind folk, who a little later begin to shiver and burn with fever also. It is a mysterious malady, this, that proves fatal to so many of these miserable villagers whose homes are filthy. Pneumonia they have known before, but this sickness brings a pneumonia that is akin to the putrid sores that cover the bodies of their beggars, and it is almost invariably fatal.

But all this concerns us not at all, this ill man in the farthest outpost of China. Listen:



Raimundo de Ovies

The Great War, brought about by the obscure youth of the first picture had called for the uttermost of Allied resources. Incredible numbers of soldiers were needed, of course, but laborers also were required—men to do the ordinary tasks of unskilled, ignorant, but strong men.

Into France, therefore, were sent Chinese coolies where the armies of England, France, and America were gathered together. And now, somewhere out on that battle front, men began to shiver, to burn with fever; then they turned blue with that peculiar type of pneumonia which often accompanies what people call “Spanish Flu.”

Transports brought back convalescents for furlough to England and to the United States. Then we read in the papers that the “Spanish Flu” was in America, at Eastern camps, then in Georgia, then in Alabama, in Kentucky—in Texas.

God knows that there is not one of us who has not wept tears because an unknown Chinaman was sick in a desert, and because men have always uttered that old heresy of Cain: “Am I my brother’s keeper?”

There isn’t a thought that one of us ever had, that has not its effect for good or evil. There isn’t a thing we think or say or do that, under God’s law, is without its effect.

We are all brothers’ keepers; and, not only that, but the effect of silence—of inaction—is just as great as that of activity. A fool in this world suffers just as much as a sinner, because men and women have no business being fools!

What has all this to do with “Boys Work?” Nothing, except that from a youth, who began life in a city’s slums—in an evil environment—with no one to love him, no one to care for him, who learned evil habits and was allowed to become a degenerate, sprang the problems that are now ours—Bolshevism, and all the rest of them.

And what has all this to do with Rotary? Why, you see as plainly as I do that here is a body of men, duplicated and reduplicated, *ad infinitum*, who have taken for their motto: “He profits most who serves best,” and whose chief aim is to find that profit—the most glorious of all profits—which is the discovery of self in the losing of self in service! We are a group of men who are not afraid to declare: “We ARE our brothers’ keepers!”

Men of Rotary are accustomed to look at things in a broad way, and beyond themselves. No man who is a real Rotarian is interested simply in his own business. He takes interest in the other fellow and his business and helps him to profit in his own peculiar line; and, because of this spirit, Rotary has gone further than its original purpose. Rotary is doing splendid things in a thousand ways.

Rotary has never represented and never will represent a set of rules. It represents the principle that he profits most who has learned how to serve best. And so Rotarians are found hard at work with the Boy Scouts, Corn Clubs, and every conceivable kind of organization that has as its object the welfare of boys. Business is the Rotarian’s daily bread; but his recreation and his joy is helpfulness and the helping hand wherever there is need.

If one neglected boy could bring on a world-war, how tremendously important is a boy!

There never could have arisen Bolshevism in Russia had the boys been given a chance. As many of us know, there was not in all the civilization of this earth a people with higher, more

beautiful, more spiritual ideals than the Russian people.

I know of no religious life so sincere and simple as that of the ordinary Russian family, in the days before the war. They were a peaceable and law-abiding people, and, in a peculiar sense, a very democratic people, with their small community governments thruout the great empire.

The Russians were a gentle people, a great agricultural nation, and this same people—simple, generous, child loving—have done things that pass credulity, so bloodthirsty, cruel, and fiendish have they been.

In Russia there have been horrors such as the Western world has never known; so that men are reluctant to speak of them even to each other. And why? Because that people as a whole had never been given a chance or a real opportunity to think for themselves.

Government they knew only in the simple, patriarchal communism of the village and town, or in obedience to edicts of bureaucratic autocracy; and their nation was a religious ideal rather than a government.

Of representation, such as is familiar to all of us, they knew nothing except theoretically; and so, when the revolution came—that impossibly bloodless and peaceful revolution—the world was deceived by the outward calm, as were the Russians themselves.

Then came the practice—the practical application—of freedom; and the people were unprepared. They could not distinguish between liberty and license, and with the first taste of power came abuse, then chaos, then terror and all the horrid cruelty that springs from terrified panic. So now there is Bolshevism.

The Spread of Bolshevism

This menace is confronting us in America as it is in every other country; and while it may be in a diluted form and in inhospitable soil in this democracy of ours, yet the problem is yours as business and professional men.

There are things going on beneath the surface of optimistic calm. Groups of the ignorant and the fanatical gather and discuss strange questions; and they follow the law of the ignorant the world over. They are pretty much at the mercy of the demagogue; and this very day, I have no doubt, ignorant men are being seduced from those high ideals which have made us proud of this country.

And this menace of Bolshevism is not so much in the theory underlying it, for Bolshevism as a principle, and as formulated in an academic sense, is simply Russia's craving for democracy and fraternal fellowship.

None of us quarrel with that new spirit of freedom which was born of the French Revolution, and I dare to say that future generations will find little to quarrel about over the underlying motive of Bolshevism.

But we must remember that the ignorant espoused first the cause of "Liberty, equality, fraternity," and made a hideous, blasphemous mock of the words and principles they mouthed until the Reign of Terror shockt France into realization that ignorance cannot lead in anything except destruction.

Soon, let us hope, sanity and intelligence will take the reins in Russia also; and then we may look for the rebirth of a great and free nation.

Let us remember, in addition, that we have already had our American Revolution; and God help us to teach what we believe, that we are already a free people; for we like France and Russia can reap out of ignorance nothing but a harvest of blind destruction.

What has all this to do with the boy?

Our Future Men

Well, this for one thing: The boy is America's future man and citizen. It is not possible to take the present adult generation and Americanize it, but nothing is impossible to the man-in-the-making. It is near-blasphemy in this country to say that the son of a laborer or a ditch-digger is anything less than the son of a President of the United States, for we know that any boy and all boys are, after all, just BOY.

I have worked for and with boys from Maine to Florida, from the Atlantic to the Gulf, and every boy that I have ever known was susceptible to an ideal.

I believe that our taking the boy and presenting him a worthy ideal from the standpoint of the boy is the most successful method of combating what we call "radicalism" and nipping it in the bud.

The Coming of the Stranger

My own name is Raimundo de Ovies. I was not born in this country, and—I would not live in any other!

I shall never forget standing on the upper deck of the Cunard Liner *Servia* on my first visit to these shores. I was ten years old—a boy. There was nothing to be seen but mist, for it was early morning, but the puffing tugs were alongside, and they told me that we were "in New York."

Then, suddenly, the mists rolled away and disclosed to my eager eyes the colossal figure of a woman. In one great arm there reposed the

Book of Law, Justice, and Right. In her right hand was held aloft the Torch of Freedom.

Then I heard a sound like a great sigh; and, looking down, I saw the dark mass of immigrants on the lower forward deck. Not one of them had a trunk, and few had any kind of a bag. For the most part their entire worldly possessions were tied up in an old shawl, a rug, or other stout cloth.

The great sigh came from these men and women who also were gazing spellbound upon their great bronze Hostess! And so I came to this country, which gave me a new home. America gave me an education, furnished me opportunity, and under God has given me a glorious Job in which I find my happiness and, I hope, my success.

No Enemy But Self

I believe, as firmly as I believe in my religion, that the individual in America has absolutely no enemy but himself; that there is an opportunity for every man, woman, and child in this country.

There is no limit to the success that is possible to an individual in the United States of America except the limit of that individual's own ability and character. I have learned this—probably better than you who were born to such advantages, unless you, too, had to fight your way up.

I do not know any body of men, in a secular way so broad, so keen in the ways that are good, so seeking in the opportunity to serve as this thing we call Rotary.

Our interests are so diversified, ramifying thruout all the constructive activities of the entire nation, and representative of the best of every creed and purpose, that we have, in our very nature, a unique opportunity to make an unique contribution to the life of the boy.

Therefore, we must serve him—must by precept and example instil into the mind of the boy a knowledge of his country and its laws, reverence for the flag, love for land and people.

Wherever our influence reaches, toward the home, shop, school, college, or church, Rotarians can direct the consciousness of youth towards those opportunities—yes, more than this, we can create opportunities to succeed in that pursuit of life, liberty, and happiness which have preserved us as a nation.

Let all Rotarians add to their creed of living: "I AM my brother's keeper; and the most promising of all my brothers is the BOY."

Rev. Raimundo de Ovies is a Rotarian of Galveston, Texas.

How the Work Is Going

By Walter W. Strong, Assistant Secretary, I. A. of R. C. in Charge of the Boys Work Department

BELONG here at headquarters, stemming the rising tide of correspondence, is a job with many thrills. The way the clubs have gotten into the Boys Work field and begun to produce results has been exceedingly gratifying.

A short while ago President Adams sent in an inquiry to find out what the Boys' Work Committees were doing, after being appointed, and we told him that while it appeared from our records that approximately one-half of the then 375 recorded committees were at work, we felt that a good many others probably belonged in that category but had neglected to report.

The showing of the Boys Work sessions of the District Conferences of the 7th and 13th Districts, which I had the pleasure of attending, well upheld that belief, as did that of the 18th District. In the 7th District but ten of the clubs had written us of the work done, while twenty so reported to the Conference. In the 13th District four had reported to headquarters as against nine to the Conference, and in the 18th District two clubs had reported to us work done, whereas sixteen told their District Conference of worth while things accomplished.

At this writing, April 1, 1920, we have on

record 417 clubs as having a committee doing Boys Work, and we believe that we have reason to feel that a heavy majority of them are at work.

To the Boys Work Committees and Clubs which are not at work, I want to say, "Come on in—the water's fine," or in other words, "Get busy, you have a treat ahead of you!"

The boy is father of the man. In working on the plastic material of boyhood, you are producing men imbued with your ideals, and thru them only may your ideals live in the next generation.

Fun with Bird Houses

ONE of the most interesting things for nature lovers to do at this season of the year is to attract about the home, by installing bird houses and nesting boxes, the feathered visitors which are beginning to make their appearance.

"The birds which are the most easily attracted," says Prof. J. W. Crowe, B. S. A., Professor of Horticulture of Ontario Agricultural College, in the *Trail Rangers' Manual* of the Canadian Y. M. C. A., "are blue birds, wrens, flickers, chickadees, nuthatches, downy woodpeckers, and purple martins. Robins, phoebes and swallows will make use of small platforms or shelves placed for the support of their nests."

The writer has had the delight, season after season, of receiving a visit from that cunning little bird, the wren, thru putting up a simply constructed wren house; and any one who has not installed such a house and succeeded in attracting a family of wrens has a treat in prospect that should be taken advantage of.

The cheery little song of these tiny birds is a frequent reminder of their presence and a continuing source of pleasure and satisfaction.

In addition to the sheer joy which the presence of birds about the home gives, they are of great value as destroyers of the insect pests which annoy humans and ruin crops.

On this subject Clinton G. Abbott, of the National Association of Audubon Societies, says in *The Boy Scout Handbook*, page 122, "The way that birds help mankind is little short of a

marvel. A band of nuthatches workt all winter in a pear orchard near Rochester and rid the trees of a certain insect that had entirely destroyed the crop of the previous summer. A pair of rose-breasted grosbeaks were seen to feed their nest of youngsters four hundred and twenty-six times a day, each time with a billful of potato bugs or other insects.

"A professor in Washington counted two hundred and fifty tent caterpillars in the stomach of a dead yellow-billed cuckoo, and, what appeals to us even more, perhaps, five hundred blood-thirsty mosquitoes inside of one night hawk."

"Bird Houses and How to Build Them," Farmers Bulletin No. 609, is a pamphlet issued by the United States Government at a cost of 5 cents a copy, which every lover of birds ought to have.

In its introduction it says, "This bulletin contains instructions for making houses suitable for the different kinds of birds known to use them or likely to do so. It is designed to encourage the protection and study of birds in all sections of the United States.

Another excellent book on birds and bird-house construction is "Good Cypress Bungalows for Good Birds," obtainable free from the Southern Cypress Mfrs. Assn., New Orleans, La., and Jacksonville, Fla.

The moral to the foregoing story is that the men of Rotary will find a lot of fun and profit in studying up the subject of bird houses and in leading their own boys and the boys of the neighborhood in building and installing them and watching subsequent developments.

The Best Way to Help a Boy

"I N working with a boy it must be remembered that his responsiveness depends upon his regard for the person attempting to influence him. He will instinctively perceive sham or hypocrisy and as quickly recognize genuineness and sincerity. Therefore, the first step toward the accomplishment of constructive boys' work is to examine your own character and determine whether you are fit to be followed.

"If you do not possess a genuine interest in your boy do not hamper him with a pretended interest but rather let him fight his battle alone or with the assistance of someone having his welfare at heart. Having once gained his confidence and respect he will look to you for guidance and advice and will emulate your example. If you lose that confidence or respect you are responsible for the resulting reaction which is an impaired faith in human nature, a serious obstacle in the way of character progress.

"Find a common interest with your boy and cultivate it; there is some particular point of congeniality and it will serve to remove the barrier of reserve. When this is done you have the key to those problems which your sympathy, tact, patience and perseverance will enable you to overcome, and in the doing of which you will receive as much benefit as will the boy whom you have sought to help."

By Cameron F. MacRae,

Member, Rotary Club of Asheville, N. C.

Secretary Galer wrote that the foregoing was the prize winner in a contest among the members of the Asheville Club for the "best suggestion or essay on boys' work."

Boys Work by Clubs

Greenville, S. C.

15,000 Population

CHAIRMAN HUNTINGTON reports that his club has raised \$10,000 to carry out the recently approved three years' program of the Boys' Work committee for "organized, supervised work for the greater happiness and welfare of the boys of Greenville."

The program is so good that it seems well worth while to give the following summary of it:

1. Add a thoroly competent and qualified community or "outside" boys' work secretary to the boys' department of the Greenville Y. M. C. A. who will lead and direct social and physical activities for boys.
2. Establish a summer camp for boys open for several months during the summer to different groups of boys from the city and vicinity under proper leadership.
3. The Greenville Rotary Club and its individual members will help in the following ways:
 - (a) Supply funds for the work.
 - (b) Supply leaders, from within and without the club.
 - (c) By committee supervise and direct the work of the community secretary.
 - (d) Hold two boys' meetings annually, one a dinner, the other a picnic.
 - (e) Offer the services of well qualified members to the schools for a series of short talks to the pupils on the opportunities and the practical sides of the various vocations which they represent.
 - (f) Furnish to the school authorities a list of members with their vocations with a cordial invitation to the boys of the school to call upon any member for information regarding his practical vocation.
 - (g) Encouragement by individual members of boys of special talent.
 - (h) Support all good educational movements, including the addition of manual or vocational training to the courses in our city schools.

TO aid and inspire the Clubs of Rotary to help boys be BOYS AT THEIR BEST and to develop into the highest possible type of citizens, is the aim of this Department.

In their report the committee said:

"The outstanding fact of the survey is the number of boys who can undoubtedly be reached and benefited by a well-organized extension of boys' work and the relatively small number being reached at the present time because of the few agencies at work and their limited facilities. It is not expected that the plan suggested could be applied, except incidentally, to boys under twelve years old, but, at that, it would seem a safe statement that there are 750 or more good prospects for the work."

"It is certain that the measure of a city among cities is the measure of its average citizen as a man among men and that the average citizen of the future is the average boy of today. If, therefore, the average boy (and note the emphasis on average, for it is important) can be led even tho but a little way in the direction of truer purpose, fairer play, higher reverence, stronger body, more unselfish service to others, and clearer recognition of the right, the city he inhabits will inevitably be greater and better for it."

The Chairman also submitted the following excellent Code for Boys which he wrote for a boys' club in which he is interested:

I KNOW that my City, State and Country need strong, clear-thinking, capable men with vision to see the right path and courage to follow it.

I KNOW that such men find the greatest happiness in life and receive its highest rewards.

I KNOW that I can be such a man if I will;

that as a boy I am in training for manhood and that the kind of a man I am going to be depends upon the kind of a boy I am being today and every day.

THEREFORE, as a member of the CAMPERDOWN BOYS' CLUB, I promise to give the man I am going to be a fair chance in life by trying my best.

To deal squarely with my neighbors, my employers and myself.

To stand up for those things which I believe to be right, and against those things which I believe to be wrong.

To keep my mind and body clean as a trust from the Creator, and lose no opportunity to improve them by study and clean sport and exercise.

To be considerate of and help others, especially those weaker than myself.

(Name).....

®

Louisville, Ky.

235,000 Population

President Duncan writes: "Our Boys' Work Committee is putting thru a most interesting health campaign in our public schools which promises some excellent results." The contest is designed to stimulate the interest of the child in the proper care of its teeth, eating the right kind of food, and the proper functioning of the body.

®

Atlanta, Ga.

180,000 Population

During Rotary Anniversary week the club sent a committee of Rotarians to visit the high school and speak to the students, the students thereupon appointed a committee to return the compliment. One of this students' committee who had listened to what the Rotarians were proposing to do for the children in the schools electrified the audience of Rotarians by these words, "Go to it, you men, do all you can for the public schools. As an indication of our appreciation we will guarantee to do for your grandchildren double what you do for us!"

Los Angeles, Calif. 440,000 Population
Chairman Clack has divided his committee of nine into three subcommittees:

WORK BENCH AND SHOP
CLEANLINESS AND HEALTH
GAMES AND SPORTS:

these groups to render a unique personal service to boys along the lines indicated in one of the city schools and in a settlement house Boys' Club.

St. Joseph, Mich. 6,000 Population

Secretary Willis tells of the doing by the Boys' Work Committee of "some very aggressive work in connection with the organizing of the county in a Boy Scout Campaign." They have engaged a trained man and evidently are going to make scouting available to boys over their entire county.

Richmond, Va. 150,000 Population

President Bullington wired that his club had determined to establish a Boys' Club and Home in Richmond and that the first year's budget of \$8,000 had been oversubscribed by the Rotarians.

Muncie, Ind. 33,500 Population

Chairman Morrison tells of the very successful opening recently of his motion picture entertainment program in the high school auditorium. Eight hundred lively boys saw two comedies and a Burton Holmes travelog, listened to several musical numbers, joined in singing popular and patriotic songs and went home enthusiastically voicing their sentiments in favor of other entertainments of a like nature in the future.

Schenectady, N. Y. 100,000 Population

Chairman Vaughn states, among other things in an excellent report on Rotary, Boys' Work in Schenectady, that they are making a specialty of the delinquent boy and the discouraged school boy:

THE PLAN
"We are firmly of the opinion that by working with the Juvenile Court and the probation officers we may do much toward saving boys from being sent to institutions, and in working with the school board we may do much toward encouraging a boy to continue his education."

HOW IT WORKS
"We now have a list of men in our club who have volunteered to take a boy for the purpose of guiding him so that he will make a creditable citizen when he becomes a man."

"Since we undertook this work there has not been a boy committed to a reformatory or other institution by the Juvenile Court. The judge of our court is in sympathy with the work we are undertaking."

Bellingham, Wash. 30,000 Population

The Bellingham Club's Boys' Work Committee recently started an employment service and Chairman Selby reports: "The Rotary Club Employment Bureau for Boys has now been functioning a little over two months and has proved of real value as an expression of Rotarian ideals of service in this community."

"It has taken a little work on the part of the subcommittee in bringing this Bureau to the attention of both boys who need work and the business public requiring boys' service, but the matter has been faithfully attended to."

"A small fund has been made available for this Bureau to use in judicious advertising and I am pleased to say that the Bureau is made use of at the present time to a very gratifying extent."

Of other work which his committee is doing "H. G." writes:

"The subcommittee instructed to arrange for free dental clinic has also been appointed and has commenced to function, but plans are not

yet fully worked out. Children are now able to have free dental service, and steps are being taken to give the matter wide publicity. This also promises to be a typical Rotarian activity."

"The latest undertaking of the Boys' Work committee is the result of recommendations from headquarters regarding the motion picture film as of benefit in Boys' Work. It was found that the only picture machines available in this community were located in moving picture theatres or in the schools and as we have a splendid building—Liberty Hall—erected during the war period and available for all community service use, the Boys' Work Committee decided it would be advisable to provide a moving picture machine in this building for the furtherance of Boys' Work and available for the use of other social uplift organizations."

"A meeting of representatives of other organizations was called, and the plan was enthusiastically endorsed with a result that plans are well forward at the present time for the purchase of a strictly first-class moving picture machine, and the installation of same."

Rochester, N. Y. 250,000 Population

Secretary Campbell wired on March 31: "Dr. Barker concluded three-day engagement here last night under Rotary auspices; most remarkable demonstration ever given any public man in Rochester. Spoke to sixteen hundred people in Dr. Beavens' Church Sunday night. Addressed sixty-six hundred children at four school assemblies. Five hundred men heard his 'Fathers' address at Rotary dinner Monday night and six hundred heard his health address at Rotary lunch yesterday noon. Last night's climax was mass meeting of three thousand five hundred women in convention hall packed to the doors. Nothing Rotary is doing will bring such beneficial community service and entire organization ought to be behind him and his work. Please ship us immediately three thousand copies of 'Father's' address."

The Worm's-Eye View

THE worm's-eye view is an expression used in the mechanical arts to denote the view of a piece of construction or machinery from the point at which it is conceivable that a worm might see it, and is the exact antithesis of the more familiar phrase "bird's-eye view," which is necessarily much more comprehensive because seen from a higher altitude. But both expressions would be applicable to identically the same object or groups of objects, the only difference being the point from which the observation is made.

When we sit calmly reading at home with the fragrant fumes of the weed soothing our sensibilities, and perchance our little children romping about us, we little reckon that the point from which we see the familiar furnishings of the room is entirely different from that accessible to the little people.

To us the center table has its polished surface, the chairs their figured coverings, and, in short, all things are so disposed as to present to us as monarchs of all we survey only the most pleasing appearance.

To the little people, whose stature is so low that they cannot get our viewpoint, all these things needs must present entirely different aspects. The highly polished table top is to them non-existent, excepting as they are lifted in Father's arms, or from the vantage point of a chair are able to see it. Certainly at the early stages of their existence they know a great deal more about the ugly underside of the table, of the webbing and springs of the chairs, and so on, ad infinitum, than their elders are likely to know.

They live in a world apart, and even such humble features as big brother's chewing-gum "park" (as I heard it described recently) on the under-

WHAT IS ROTARY?

ROTARY is serving
Everyone you meet;
Friends you love or only
Beggars in the street.
Rotary is working
For the civic plan:
Learning truest friendship:
Brotherhood of man.
Rotary is giving
Happiness and joy
To some lonely brother
Or unhappy boy.
Most of all it's loving
Everyone you see;
Ready with a helping hand—
That is Rotary.

—Amelie Adams Harrington, Atlanta, Ga.

side of the chair is a familiar sight to them, tho it be all unknown to anyone else but the owner.

Observe, now, if you please: Here are two classes of people with different mentality, to be sure, but each observing identically the same articles from diametrically opposed viewpoints. Each can honestly testify to the facts as he

sees them, and the testimony of both may be absolutely correct, but one has what may be likened to the worm's-eye viewpoint, and the other the bird's-eye view, and together they are qualified by observation to give a complete description of it. It behooves both, therefore, to practice toleration, and because their viewpoints are so different, not to condemn one another, even tho the condemnation be not outspoken, just because things do not look alike to both.

No organization of which I have knowledge calls for a broader spirit of toleration than the Rotary club. Here we are, gathered from the four corners of the earth, with widely different training and tendencies, but all having the common bond of fellowship that is the keystone of the Rotary arch.

Mind you, I would not classify the membership into groups, calling one "worms" and the other "birds" (tho that some of us are *birds* there is no gainsaying), but I want merely to emphasize the fact that you must not "knock" me if I do not see things as you do, nor will I knock you if you do not get my viewpoint. And Rotary will sooner attain unto its unselfish, altruistic destiny if we all practice early and late the habit of giving the other fellow credit for right motives and some brains, tho we may think him "twisted" because he doesn't always agree with us.

Don't forget the story of the devoted mother watching the regiment to which *her* boy belonged as it past by and noting that "everybody was out of step but Jim!"

—W. H. Mitchell, Rotary Club of New York City.

Standing of Clubs in International Rotary Attendance Contest for Month of March 1920

WELL, well, look whom we have with us among the Ten Highest in Division A! Rochester and Lincoln have broken into print, so to speak. Rochester's percentage for February was 56% and Lincoln's, 64%. We congratulate both clubs heartily. A thirty per cent increase in one month only goes to show what some of the "A's" can do if they try hard enough.

Indianapolis had a narrow escape this month. If Vancouver had been .49 of a per cent higher, Indianapolis would have been ousted, which, you will have to admit, would have been nothing short of a catastrophe, after their uninterrupted reign of sixteen successive months.

We hereby resolve that we will not "root" for any club any more. We were sure Oklahoma City was going to break into the high ten in Division A this month, but what do you suppose they "went and done"? Dropt 10% instead.

Oh, by the way, all Rotes listen to this. New York has "riz" from 33 to 46 per cent during the last month. We are hoping some day (if we live long enough) to make up "Division A—Five Lowest" without the familiar numeral and the name of "Little Old Noo Yawk." We are just wondering if the New York boys haven't a hidden reason for wishing to remain in the "cellar." Aha! a clue!

The Windy City has climbed out of the low five this month.

The Rotary Club of Newark (N. J.) doesn't know the meaning of the word "discouraged." Are they down-hearted because they lost out after having been in the high ten of Division B for sixteen consecutive months? We should smile—they are back among the winners this month and, no doubt, intend to stay there.

We have got to hand it to the new clubs. Five of them, Owen Sound, Ont.; Fort Madison, Ia.; Pawhuska, Okla.; Macomb, Ill., and Athens, Pa., are among the Ten Highest in Division D this month. None of the older clubs in this Division are going to have much of a chance with such young and lusty rivals.

—By The Chatterbox.

STANDING OF CLUBS IN ATTENDANCE CONTEST FOR MONTH OF MARCH, 1920

Division A—Clubs having more than 200 members.
 Division B—Clubs having between 100 and 200 members.
 Division C—Clubs having between 50 and 100 members.
 Division D—Clubs having less than 50 members.
 Only those clubs whose reports have come thru the District Governors' hands to the Headquarters office by the 15th of the subsequent month are considered in the competition.
 NOTE—Boldface figures before names of clubs designate number of times in succession clubs have appeared in list.

Name of Club	Membership	Number of Meetings	Average Attendance	Average Percentage
DIVISION A—Ten Highest				
10 Tacoma, Wash.	222.25	4	193.5	87.06
Rochester, N. Y.	240	5	208.6	86.91
17 Oakland, Calif.	220	4	186.5	84.77
4 Worcester, Mass.	232	4	198.7	84.00
17 San Francisco, Calif.	289	5	239	82.69
Lincoln, Nebr.	213	5	167.2	78.49
Seattle, Wash.	289	5	225	77.85
6 Portland, Oregon	289.6	5	224.2	77.41
3 Los Angeles, Calif.	220	4	165	75.00
17 Indianapolis, Ind.	294	5	219	74.48
DIVISION A—Five Lowest				
2 Boston, Mass.	230.6	5	119	52.00
Philadelphia, Pa.	285	6	148	51.92
17 New York, N. Y.	469	5	217	46.26
5 Cleveland, Ohio	345	5	148	42.89
3 Brooklyn, N. Y.	322	3	100	31.05
DIVISION B—Ten Highest				
5 San Diego, Calif.	134	4	121	90.29
18 Davenport, Iowa	145.5	4	128.25	88.14
Quincy, Ill.	106.8	5	92.8	86.89
3 Bellingham, Wash.	113.6	5	98.4	86.61
Niagara Falls, N. Y.	135.4	5	117.2	86.55
2 Beaumont, Texas	138	5	119	86.23
Newark, N. J.	157	5	134	85.35
2 Charleston, W. Va.	137	4	116	84.67
3 Tulsa, Okla.	121.8	5	102.8	84.40
Calgary, Alta.	129.4	5	109	84.23

DIVISION B—Five Lowest				
2 Trenton, N. J.	111	4	51	45.94
Youngstown, Ohio	140	5	62	44.27
4 Paterson, N. J.	110	4	48	44.63
Reading, Pa.	122	5	52	42.62
Hartford, Conn.	121	1	30	24.79
DIVISION C—Ten Highest				
4 San Jose, Calif.	81.4	5	78.6	96.56
3 Arkansas City, Kans.	52	2	49.5	95.19
York, Nebr.	74.25	4	70	94.27
Santa Barbara, Calif.	66.7	4	62.7	94.00
5 Berkeley, Calif.	74.4	5	69.8	93.81
2 Henderson, Ky.	53	4	49.5	93.39
2 Boulder, Colo.	57.5	4	52.8	91.82
Orange, Texas	66.4	5	61.6	91.82
Bristol, Va.	52	5	47.74	91.80
Harrisburg, Ill.	60	5	54	90.00
DIVISION C—Five Lowest				
2 Fitchburg, Mass.	81	4	43	53.08
Waterbury, Conn.	98.2	4	50	50.91
Holyoke, Mass.	98	5	48.6	49.59
Lake Charles, La.	92	4	44	47.82
Kankakee, Ill.	54	2	24.5	45.37
DIVISION D—Ten Highest				
Burley, Idaho	22	5	22	100.00
Owen Sound, Ont.	26	2	25.5	98.07
3 Princeton, Ind.	42	5	39.8	94.30
Augusta, Kans.	26	2	24.5	94.23
Fort Madison, Iowa	25	4	23.5	94.00
Macomb, Ill.	24.5	4	23	93.87
2 Clarksville, Tenn.	41	5	38.4	93.65
Boone, Iowa	46	5	42.8	93.04
Athens, Pa.	17	5	15.8	92.94
Pawhuska, Okla.	25	5	23.2	92.80
DIVISION D—Five Lowest				
Middletown, N. Y.	27	3	16	59.25
Merrill, Wis.	35	2	20	57.00
3 Bronx, N. Y.	45	2	25.5	56.66
Lakeland, Fla.	48	2	27	56.25
Dothan, Ala.	42	5	19	45.23

MARCH ATTENDANCE REPORTS FROM DISTRICT GOVERNORS (In order of percentages)

District	Name of Governor	No. of Clubs in District	No. of Clubs Not Reporting	Average Membership of Clubs	Average Per Cent Attendance of All Clubs in District	No. of Clubs Reporting Average Per Cent of Sixty or Above
23	Alex. Sheriffs	17	..	115.49	81.72	17
19	C. C. McCullough	12	..	78.51	81.05	12
22	C. M. Williams	13	..	136.93	80.16	13
21	Roger H. Motten	15	..	56.30	80.09	15
17	R. H. Timmons	57	..	69.90	78.59	56
12	James O. Craig	30	..	76.35	75.83	27
13	I. L. Graves	15	..	95.86	74.67	13
9	H. E. Van de Walker	22	..	88.76	72.43	22
4	F. Austin Lidbury	30	..	128.49	71.71	27
15	Harry B. Craddick	32	..	70.16	71.28	30
6	Edwin C. May	26	..	81.42	70.86	23
5	Ralph W. Cummings	29	..	79.00	69.34	25
11	Charles E. Watkins	42	4	64.75	68.48	37
1	George S. Inman	4	..	79.50	68.40	4
14	Benjamin C. Brown	24	..	65.33	67.79	23
3	Thomas C. Sheehan	24	..	96.69	66.91	18
16	Charles Strader	41	5	70.23	66.82	35
2	Charles W. Lovett	29	..	84.61	66.32	19
7	Rogers W. Davis	29	5	68.43	63.58	24
18	Robert E. Vinson	26	4	103.16	59.04	14
8	T. L. McGill	41	8	67.40	58.73	30
20	Joe T. Young	22	6	60.50	55.09	15
10	John R. Bentley	31	7	106.16	52.73	17
Total number of districts reporting		23		0		
Total number of districts not reporting		0		640		
Total number of affiliating clubs (31 March, 1920)		640		572		
Total number of clubs reporting		572		39		
Total number of clubs not reporting		39		29		
Clubs at large and in the British Isles (no report required)		29		0		
Total number of clubs reporting no meetings held		0		516		
Total number of clubs reporting average per cent of 60 or above		516		69.63		
Average per cent of districts in U. S., Canada and Cuba		69.63		..		

The March Board Meeting



HE Board of Directors of the I. A. of R. C. met in Atlanta, Georgia, on the 13th of March, 1920. All members of the Board and the International Secretary were present.

Reports were received from the President, the Secretary, other officers, and

Committees. President Adams' report was in part as follows:

"Since November 21st there have been received 2,006 letters, 1,095 club publications and I have sent out 1,352 letters.

"A message has been sent by me to each of the District Conferences that have been held.

"The Secretary's report will no doubt mention the questionnaire sent out over my signature and the one sent out over the signature of the Secretary.

"Replies are beginning to come in from the first one of these regarding the report of the Committee on Relations with the International Association and it appears from these reports that in the opinion of the clubs they are all in splendid condition.

"These reports indicate that there is a very decided improvement in the feeling existing between the clubs and the Association, and without exception they commend most highly the service being rendered to the clubs by the International Headquarters' Office.

"They further indicate that the clubs will be represented in large numbers at all District Conferences and at the Atlantic City Convention, and further, that should the 1921 Convention be held in Edinburgh that they would all expect to send delegates, but usually in numbers of one or two, and there have been only one or two protests against the holding of the Convention there.

"I would call your attention to the splendid and continued increase in attendance at club meetings of the entire Association, which is a matter of great gratification to us all and shows what continued work on any certain line will produce.

"All the reports that I have indicate a splendid spirit on the part of all the clubs.

"I again wish to say a word of commendation of the work of the District Governors who, without exception, seem to be devoting their entire time and energy to the work of Rotary.

"Secretary Perry and myself have discussed the matter that there seems to be what might be termed two schools of thought in Rotary—one of which advocates the principle that Rotary Clubs should work entirely for the development of the individual and let all action be taken by the individual. The other one, while not discounting in any way the value of the individual work, holds that clubs should act in their capacity as organizations, and we believe that a discussion of this matter would be of interest and enlightenment, and would suggest that the Board request the Program Committee to arrange for such a discussion by the proper men representing these two different ideas of Rotary at the Atlantic City convention.

Present indications are that the expenditures

of this year will exceed the income by over \$10,000 requiring us to use some of our accumulated funds or so-called surplus which is really our working capital.

"I feel that the Board has been entirely justified in making these expenditures, but I do not feel that any Board should be required to attempt to run this Association properly with an inadequate income and also that the Association should at all times have a reasonable surplus on hand for unanticipated contingencies.

"I recommend to the Board that the Committee on Constitution and By-Laws be instructed to prepare a proper amendment making the per capita tax as of July 1, 1920, \$5.00 per year, this to include subscription to THE ROTARIAN.

"I feel sure that the members of Rotary Clubs have had enough experience with the increase cost of doing business to know that we can no longer operate the Association, and continue to render the service that the clubs expect, on the same per capita as we had in 1917 and that they will readily adopt this amendment.

"Volume in our Association is the reverse in that of ordinary business, for the more members and clubs we have, the greater is the expense of serving them.

"Since our last meeting I have attended several Inter-city meetings, all of which were attended by large numbers of Rotarians and where wonderful spirit seemed to prevail.

"I am leaving on next Thursday to attend my assignment of District Conferences and I am sure that, like the rest of you, I will be able to report enthusiastic meetings in every place.

"Respectfully submitted,

(Signed) A. S. ADAMS."

VICE President Finlay reported that a bill had been introduced in the U. S. Senate to provide for the incorporation of the I. A. of R. C. by act of Congress.

THE Board gave earnest consideration to the recommendations of the Canadian Advisory Committee contained in the report of the committee submitted by Chairman Anderson, under date of November 1, 1919.

After discussion the Board unanimously adopted the following:

WHEREAS, the Board of Directors of the I. A. of R. C., has created a Committee of Canadian Rotarians to advise the Board with regard to Canadian National Matters which may be suggested as opportunities for service by the Rotary Clubs of Canada, and

WHEREAS, this Committee has met and deliberated and has submitted to the Board a report containing recommendations regarding proposed activities of the committee, and

WHEREAS, the carrying on of these activities by the committee would constitute the committee an executive or directing committee for Canada rather than merely an advisory committee to the International Board, and

WHEREAS, this Board doubts the propriety of delegating its duties and responsibilities to such a committee without specific authority to do so given by a convention of the I. A. of R. C., therefore

It is Resolved that this Board feels compelled to withhold its approval from the following recommendations made by the Committee:

That arrangements be made for the inter-

change of visits by prominent men of Canada.

That the Canadian Clubs be encouraged to communicate directly and in the first instance with the Chairman of the Canadian Advisory Committee regarding any national or international question in which they believe Canadian Rotary might be interested.

That a contribution be requested from each Canadian Rotary Club equal to fifty cents per member and that the fund thus created be used to meet certain expenses of the Committee, such as stenographic assistance, postage, printing, etc., and

It is Resolved, that the function of the Canadian Advisory Committee is to make recommendations to the International Board upon matters referred to the Committee by the Board.

THE following resolutions were considered and unanimously adopted:

WHEREAS, the Special Assembly on Classifications at the Eighth Annual Rotary Convention recommended that each classification shall represent sixty per cent or over of a member's business or calling, and

WHEREAS, Rotary Clubs since then have generally regarded this recommendation as the most logical basis upon which to determine a member's classification, and

WHEREAS, the recommendation has not been formally adopted by any convention of the Association as a policy to guide all affiliated clubs, therefore

It is Resolved, by the Board of Directors of this Association that affiliated Rotary Clubs should give each person hereafter elected to membership that classification which represents sixty per cent or more of his business or professional activity, and

It is Resolved, that each classification shall bring to the club information substantially different from that of any other classification, and that it shall not affect the freedom and growth of any other classification already represented.

THE following resolution was considered and unanimously adopted:

WHEREAS, it is the custom for the General Officers of this Association to attend the various district conferences and convey to the Rotarians there assembled a message concerning Rotary which will be beneficial to the organization, and

WHEREAS, it is particularly desirable that the International Association should be properly represented at the first annual District Conference of the Twenty-fourth District to be held this year at Harrogate, England,

It is Resolved, that the appointments and assignments previously made by this Board for the attendance of General Officers or representatives of the Association to District Conferences are ratified and there is appropriated from the general fund of the Association such moneys as may be necessary to pay the necessary and reasonable expenses of the General Officers and special representatives of the Association so assigned.

THE Secretary called attention to the fact that the District Governors were finding themselves compelled to incur expenses which undoubtedly will exceed for the whole year the \$16,000 budgeted for district expenses even though the expenses of the District Governors to the annual convention are now paid from the Convention Fund instead of from the General Fund.

Consideration was given to the possibility of getting the District Governors to economize, but

It Was Agreed that doubtless every District Governor is practicing the utmost economy and if his expenditures are heavy, it is because he

is doing a great deal of work for Rotary and that, therefore, nothing can be done or should be done but approve the necessary expenses of the District Governors and pay them out of accumulated funds, if they cannot be paid out of the current year's income.

The Secretary presented a report of a referendum taken among the District Governors which indicated that in a few districts the clubs are making contributions to district expenses in addition to their payment of per capita tax to the Association, but these contributions are almost entirely for the expenses of the District Conference or the expenses in connection with the attendance of the clubs of the district at the International Convention or for the delivery to the clubs of additional copies of the District Governor's Bulletin, etc., rather than for the expenses of the District Governor.

It Was Agreed that such contributions provided they are made voluntarily by the clubs are not unconstitutional.

It Was Agreed Further that consideration should be given to the ways and means of providing the District Governors with a more liberal allowance for expenses from the general fund of the Association, particularly to cover their stenographic expenses.

CONSIDERATION was given to the probable requirements of the Association for the expenses of various departments' work during the coming year and the Secretary was directed to prepare a complete budget of estimated expenses for 1920-1921 and submit such budget to the members of this Board with the thought that this Board, acting in the light of its experience might venture to offer recommendations concerning appropriations for the next fiscal year and that the best interests of the Association would be served by each Board hereafter following the same procedure as to preparing a budget and offering recommendations concerning the ensuing fiscal year.

The Secretary requested action upon his communication of 26 February to the Board (Ballot by Mail No. 152, Fixing Positions and Salaries in the Secretary's Office), upon which some of the Directors voted, while others requested that the matter be deferred for consideration at this meeting.

At this point the Secretary was requested to retire from the meeting for a few minutes which he did.

Upon being recalled to the meeting the Secretary was directed to enter in these minutes the following record of what occurred during his absence from the meeting:

The Board thereupon went into conference upon the work of the Secretary's office and the manner in which the present incumbent, Chesley R. Perry, is filling his position.

Consideration was given to the growth of the Secretary's office from a force of a half dozen persons in 1913 to more than fifty persons at the present time and to the development of various departments of the Secretary's office now carrying on a greater volume of work than that of the whole office a few years ago.

Recognition was given to the fact that the Secretary's duties have become and henceforth must be of a more general executive character and that he must have as assistants men who are really secretaries for the respective departments.

It Was Voted unanimously that hereafter the Secretary of this Association shall be known by the title of "Secretary-General" and the Committee on Constitution and By-Laws shall be requested to prepare amendments to the Constitution and By-Laws to legalize this action.

It Was Voted unanimously that effective 1 April, 1920, the salary of the Secretary of the Association is fixed at twelve thousand dollars (\$12,000) per annum; and this Board unanimously recommends to the incoming Board of Directors that in the event of a considerable increase in the income of the Association, the salary of the Secretary should be further increased to fifteen thousand dollars (\$15,000) per annum.

The Board then gave consideration to Ballot by Mail No. 152 and the resolution contained therein was unanimously adopted as follows:

It Is Resolved that the following schedule of positions in the office of the Secretary of this Association, together with the herein stated salaries for the respective positions, is hereby approved to be effective 1st April, 1920, with such reservations and modifications as are contained in the "Notes" which immediately follow the schedule herein set forth:

1. Assistant Secretary at \$5,000.....	\$ 5,000
Cooperation with Clubs	
6. Assistant Secretaries at \$4,000.....	24,000
American and Canadian Extension Service	
Foreign Extension Service	
Conventions and Conferences	
Publicity and Education	
Boys Work	
Office Management	
2. Assistant Secretaries at \$2,500.....	5,000
Executive Department	
1. Head Assistant at \$2,500.....	2,500
Office Management	
3. Bureau Chiefs at \$2,200.....	6,600
a. Accounts and Collections	
b. Supplies, Purchases and Shipments.	
c. General Service	
(Incoming Mail, Indexing and Filing, Mailing Lists and Addressing, Multigraphing and Mimeographing, Stenography and Typing.)	
11. Head Assistant at \$1,800.....	19,800
Executive Department (2)	
Cooperation with Clubs	
American and Canadian Extension Service	
Foreign Extension Service	
Conventions and Conferences	
Publicity and Education	
Boys Work	
Editorial Department	
Circulation Department	
Advertising Department	
Editorial Department	
Editor and Business Manager of THE ROTARIAN	1
(The General Secretary acts as Editor and Business Manager.)	
Managing Editor of THE ROTARIAN..	4,000
Assistant Managing Editor of THE ROTARIAN	2,500
Circulation Manager of THE ROTARIAN	3,000
Advertising Manager of THE ROTARIAN	5,000
(With 10 per cent commission on Advertising Receipts in excess of \$50,000.)	
Grand Total	\$77,401

NOTES

The Secretary is authorized to employ and discharge persons for the foregoing positions.

The salaries stated are maximum amounts which are to be paid only when the Secretary is satisfied that the respective positions are being filled in a highly satisfactory manner.

Until a position can be so filled, the Secretary will fix for the person assigned to such position, such lesser salary as may be necessary and proper in the circumstances.

In addition to the positions herein established, the Secretary is authorized to employ and discharge such additional bookkeepers, stenographers, typists, clerks, messengers and

other assistants as may be necessary and fix the salaries for such positions, these salaries being always less than the lowest salaries named in the foregoing schedule of positions and salaries.

A WORD of appreciation from the Secretary:

Having been advised as to the action of the Board, the Secretary expresses his great appreciation of and sincere gratitude for the action taken, that part which has reference to him being particularly pleasing to him coming as a surprise at this time. He expresses some doubt as to whether or not he should be given an increased salary at this period of financial stringency for the Association, but the members of the Board stated their conviction that their action in voting and his action in accepting would meet with general approval throughout the Association.

EARNEST consideration was given to the details of the proposed plan offered by the Rotary Club of Davenport to provide for a Board of Lectureship and for raising and disbursing a fund of approximately \$50,000 for such purpose, and the Secretary was instructed to record the following statement:

The Board appreciates the fact that it is of great value to Rotary that clubs should study the welfare of Rotary and how Rotary can best be maintained and advanced and the Board fully appreciates the fact that the Davenport Rotary Club has made a valuable contribution to the development of serious thinking on the part of all Rotary. The Board recognizes the need of the average club for some such education regarding Rotary as is indicated by the Davenport Plan, but the Board cannot see its way clear to concur in the plan of the Davenport Club, believing that the plan as outlined is not feasible and would tend to disturb the harmony of our organization.

The Board feels that the vital need of the clubs at the present time is for the services of efficient field secretaries, men capable not only of conveying the large vision of Rotary and its possibilities for service, but of counselling with the officers, directors, committees and members of the club regarding matters of club administration and of bringing the club into closer relations with its District Governor and the International Headquarters.

The Board endorses the promises made at various times since 1917 that field secretaries will be provided as soon as funds are available to cover their expenses.

The Board feels that when the Association is in a position to pay the traveling expenses of speakers and conduct the work of choosing the proper speakers, and assigning them to clubs where they are desired or most needed, a sufficient number of capable voluntary speakers can be secured so that every club will be able to have one or more inspirational addresses during each year from men who through their long association with Rotary and their love for the organization will be willing to give their services.

The Board feels that to set up a separate executive commission within Rotary to disburse funds and control the delivering of addresses to Rotary Clubs would be unwise and that instead of such procedure the administration of the Association's affairs and the disbursement of its funds should be left to the duly elected Board of Directors as is now provided in the Constitution.

The Board feels that the development of the

(Continued on Page 264)

We Asked 1000 Business Men

to answer seven questions

THE Alexander Hamilton Institute recently addressed seven very personal and intimate questions to 1000 men on its enrolment list. These were the seven questions:

1. What was your position when you enrolled with the Institute?
2. What was your salary?
3. What is your present position?
4. Your present salary?
5. Do you feel that the Alexander Hamilton Institute Course and Service was of real help in the progress you have made?
6. Can you give a specific instance of how it helped you to make progress?
7. If you were asked by another man whether he ought to enrol in the Course, what would you answer? And why?

It was expected that about 100 men would reply. Instead, replies were received from 309 men.

No more striking evidence has ever been gathered in support of the fact that business progress is the direct and inevitable consequence of an all-round business training.

From \$4,160 to \$18,000

Here is one set of answers, typical of the whole three hundred and nine:

1. Western Manager.
2. \$4,160 a year.
3. Sales Manager.
4. \$18,000 plus—probably \$20,000 this year.
5. Yes.
6. Have applied principles or examples given in Course to our own business with marked success.
7. Yes. Because I feel the money and time invested in the Course was the best I ever made.

See What Business Training Did to the Incomes of These 261 Men

Number of men in each income division at time of enrolment.	INCOMES	Number of men in each income division at completion of course
137	\$1,000-2,000	32
68	2,000-3,000	63
21	3,000-4,000	57
17	4,000-5,000	29
4	5,000-6,000	18
7	6,000-10,000	35
7	10,000-over	27
261		261

Note, by the first line of the above table, that of these 261 men, 137 were receiving between \$1,000 and \$2,000 at the time of enrolment; but on completion of the course all but 32 of them had climbed into the higher salary divisions. In the last line it is indicated that only 7 were in the \$10,000 class at the time of enrolment; the 7 were 27 at the end.

And here is another set of replies:

1. Purchasing Agent.
2. \$2,000 a year.
3. Purchasing Agent.
4. \$8,600 a year.
5. Yes.
6. Better fundamentals of business principles gained from study of the Course and texts.
7. By all means, because the Course is worth more in financial benefits and other ways than the cost in effort and funds to procure it.

The tabulation in the center of the page gives some rough conception of what the investigation showed on the financial side alone.

It deals with just 261 of the 309 answers received because 48 of them did not reply to the question regarding salary; this was due to the fact that for one reason or another they receive no set salary.

Not income alone, but satisfaction

THE sum of \$565,925 added to the income of 261 business men; it is a very impressive total. Yet the Alexander Hamilton Institute does not rest its claims

upon the ability of its training to increase men's incomes.

Its purpose is larger and finer, as thousands of the men who have enrolled in its Modern Business Course and Service will testify. Its product is happiness—the satisfaction that comes to a man who knows that he is making the most of his life; that he is doing big things rather than small, and is not wasting the best years of his manhood in petty routine detail.

Income is merely the by-product of such a mental condition. The man who is master of his life and work earns more because he has more service to give.

Forging Ahead in Business

IF you want the next few years to yield rapid progress, instead of merely moderate progress; if you seek a larger place and income, spend a few minutes in finding out exactly what this training has done for these other men. The first step is easy.

A 116-page book has been published, called: "Forging Ahead in Business." It tells in detail just what the Modern Business Course and Service is; and just what it has done for men in positions similar to yours. It is offered without obligation to every thoughtful man. There is a copy for you. Fill in the coupon and receive your copy now.

Alexander Hamilton Institute
456 Astor Place New York City

Send me "Forging Ahead in Business" without obligation.



Name.....
(Print here)

Business Address

Business Position

PEANUTS

5lbs.
FREE
TRIAL

Fresh & Appetizing

Eat Your Fill at My Expense

I want to show you what real peanuts are—not the stale, shrivelled “circus” variety but real, selected North Carolina Perquimans—the finest Peanuts grown in the entire world. When you have tasted these delicious nuts, freshly roasted or salted right in your own home, you will never be satisfied with any other kind.

Taste Them First—Pay If You Like 'Em

Hundreds of people from all over the country are eating these wonderful peanuts. They say they're the finest they have ever tasted and they can't buy them anywhere else but from me. So I am going to give you a chance to try them too, at my expense. It won't cost you a penny to have a generous 5 lb. bag of these selected shelled jumbo peanuts delivered right to your door, all charges prepaid. They will come to you already shelled, not an ounce of waste.

Then for the big treat! In the evening after supper, roast as many as you want, right in the oven, and if you like them salted just pour on a little melted butter or salad oil and sprinkle with salt. Gee Whiz! It makes your mouth water to think about them.

FREE TRIAL OFFER

If this regal relish doesn't hit the “bull's eye” of your expectancy and make you shout for “more,” send back the unused portion of the bag and you won't owe me a penny. But you are going to like them—you will want to keep them and after you have first tasted their plump, luscious crispness simply send along \$2.25 in full pay payment for the big 5-lb. bag. (Perhaps your neighbor will be glad to go fifty-fifty with you.)



W. L. Sullivan
President

Eastern Peanut Co.
Dept. 103, Hertford, N. C.

Send This Free Trial Coupon TODAY

Eastern Peanut Company, Dept. 103, Hertford, N. C.

Send along the 5-lb. bag of selected, hand picked, shelled Jumbo Peanuts with your pamphlet, “Ten Ways to Enjoy Peanuts.” I'll sample them at your expense, plain roasted or salted according to your directions, and will either return the unused portion of the bag, by parcel post, or remit \$2.25 in full payment, within three days.

Name

Address

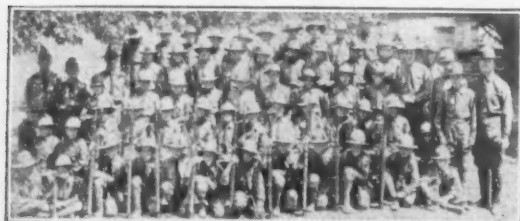
City State

Real Rotarian “LIVE WIRE”

Collection Service

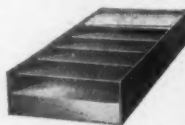
I CAN COLLECT YOUR HARD
ACCOUNTS ANYWHERE

DAVID MORANTZ, Rotarian, Collection Specialist
KANSAS CITY, KANSAS



CHEAT THE WASTEBASKET

Stationery is important. You want it clean



Currier Mfg. Co., 601 Boston Block, Minneapolis, Minn.

Currier Patented Steel Stationery File, protects your paper, holds 200 sheets—each kind, envelopes, letter heads, carbon, copy, invoices, statements and a stamp box. Sets inside one desk drawer, all paper easy to read and reach.

Big Time Saver—Permanent Investment
Beautiful Olive Green, Order Today.
9x11 1/2 in. Junior size Price \$5. With cover \$6.

CAMP INDIANOLA

A Model Summer Camp for Boys on Lake
Mendota (near Madison, Wisconsin)

Fourteenth Season July 1st to August 26th, 1920

The Camp has accommodation for 100 boys—by April 1st 75 boys had already enrolled.

A large Illustrated Catalog giving full information will be sent on request.

Address Rotarian George M. Elworth (Representative), 9 South La Salle Street, Chicago, Illinois.

The March Board Meeting

(Continued from page 262)

great structure of Rotary has been achieved thru the instrumentality of volunteer service on the part of Rotarians who have found happiness in the rendering of such service; that competent speakers on Rotary can be secured without salaries or honorariums; and the Board directs the Secretary to proceed along these lines as soon as the income of the Association will permit. The Headquarters office can develop a department or assign one of its present departments to arrange so that every club in the organization may have a satisfactory address on Rotary by someone from outside of the club at least once a year, without any departure from the established rule that Rotary is spread by Rotarians who cheerfully and generously give of their time to the cause of Rotary.

The Board feels that the organization and maintenance of a board of paid lecturers would have the tendency to discourage valuable initiative now displayed by Rotary Clubs in developing volunteer speakers on Rotary and that it would tend to discourage the record of voluntary service made by so many able Rotarians from so many clubs.

THE Secretary was instructed to prepare a budget of the probable expense of holding the 1921 Convention in Edinburgh.

Chicago was named as the place and about the middle of August as the time for the meeting of the Council of the General Officers, District Governors and Committee Chairmen.

Consideration was given to the evident fact that the proper care was not taken in publishing the Code of Ethics after its adoption at the 1915 Convention and consequently, there has been publish in connection with the code parts of the committee's report which was not really part of the code.

It Was Agreed that the summary never was a part of the code, but rather an explanatory summing up of the code made by the committee when submitting the code for consideration, and, therefore, properly hereafter may be omitted when the code is published.

It Was Agreed that while the introduction beginning “My business standards” is not really part of the code, yet it should be retained as an introduction in connection with the publication of the code, but that instead of the sentence, “in view of this your committee holds fundamental in a code of trade ethics for International Rotary are the following principles,” there shall be substituted the following: “As a Rotarian it is my duty:”

In authorizing these changes in the introduction of the code and this elimination of the summary, this Board holds that it is making no change whatever in the Code of Ethics which consists of the eleven numbered sections.

The next regular meeting of the Board will be at Atlantic City 31 May, 1920.

Then the Dam Breaks

A bride in Korea begins her married life in silence. During the first day she must not speak, even to her husband. It is considered a breach of etiquette. But the next morning she is permitted to give full rein to her tongue.



Champion

Dependable Spark Plugs

80% Tractor Equipment



WORKING under full load ten to twelve hours at a stretch, the tractor gives spark plugs their most severe test. To pull a heavy plow or reaper, hour after hour, uphill and down in the blazing sun, means sustained power and terrific engine heat.

Champion Spark Plugs with their famous No. 3450 Insulator are so universally recognized as the plugs best adapted to fit these unusual conditions of shock, heat and temperature changes that they have been chosen as factory equipment on 80% of all the tractors being built today.

There is a Champion Spark Plug specially designed for every type of gasoline engine.

Order a set from your dealer now.



Be sure the name Champion is on the Insulator and the World Trade Mark on the Box

Champion Spark Plug Company, Toledo, Ohio

Champion Spark Plug Company of Canada, Limited, Windsor, Ontario

Where West Meets East Fifth District Hospitality Hut



The building marked with an **X** has been reserved by the Rotarians of the Fifth District for the period of our International Convention, at Atlantic City, in June. It is located on the Steel Pier, midway between the Registration Headquarters and the Convention Hall.

All Rotarians and Guests who attend the Convention are invited to make this their Headquarters. The Rotarians of the Fifth District propose to extend to you *Real Rotary Service and Hospitality*. Stationery, stenographic service, telephone and telegraph service, etc., will be provided.

Unusual facilities are available to present bands, vocalists or other entertainment features that may accompany visiting delegations,—and an effort will be made to accommodate as many as possible of those wishing to appear before the Rotarians present.

Make this your Rest Room and Meeting Place,—you will be welcomed with true Rotary Fellowship.

For any further information refer to

Ralph W. Cummings

Governor Fifth District, I. A. of R. C.
Lancaster, Pa.

Waxed Typewriter Ribbons

Are superior and distinctive; wear longer, will not fill the type or dry out. You save by buying direct. Price, 3 for \$1.50; 13 for \$5, prepaid. Guaranteed to please or money back. Send 5¢ STAMPS for full length sample ribbon and booklet—"Better Typewriter Results." State name and model number of your typewriter. Address Dept. 8. THE RIBBON WORKS, Galveston, Texas

Denver, Colorado

Savoy Hotel

J. G. Nicholas, Manager

*Rotary Club Luncheon held here Thursdays, 12:15.
Visiting Rotarians will please make themselves known*



THROUGH CARS, REDUCED RATES, PROMPT SERVICE

For Rotarians

On Household Goods, Automobile and Machinery
and General Commodities for Export

WRITE FOR FREE BOOKLETS

TRANS-CONTINENTAL FREIGHT COMPANY

Woolworth Building, NEW YORK

General Office, 203 Dearborn St., CHICAGO

Old South Building, Boston; Ellicott Square, Buffalo; Drexel Building, Philadelphia; Union Trust Building, Cincinnati; Hippodrome Building, Cleveland; Monadnock Building, San Francisco; Van Nuys Building, Los Angeles; Alaska Building, Seattle.

CLUB NOTES

(Continued from page 255)

CIENFUEGOS, CUBA: Anniversary week for the Rotary Club here was taken literally. The Cienfuegos Club probably had the most elaborate celebration of any Club in the world, as the following program of activities will testify:

Sunday, February 22, 10 a. m. The Club in a body will pay their respects to the Consul of the United States of America on the occasion of Washington's birthday.

Monday, February 23, 3 p. m. Visit to the Public Schools of this city. The following Rotarians will address the school children: Dr. Carlos Trujillo—Schools Nos. 1 and 2; Mr. A. M. Blanchard, Schools Nos. 3 and 4; Dr. Atanasio Fajardo, Schools Nos. 5 and 6; Dr. Adalberto Ruiz, Schools Nos. 7 and 10; Mr. Pedro M. Hernandez, Schools Nos. 8 and 11; Mr. Alfredo Colli, School No. 9.

Tuesday, February 24, 8 a. m. Visit to the Mayor of the city on the occasion of the legal holiday which we are commemorating. 8:30 a. m. Excursion to Cayo Alcatraz. Meeting place: The Central Restaurant, 7:30 a. m.

Wednesday, February 25, 9 p. m. Visit to the Societies of Education and Recreation. Meeting place: The Central Restaurant, 8:30 p. m.

Thursday, February 26, 12 m. Rotary luncheon at The Central Restaurant. An invitation has been extended to the municipal officers and the foreign consuls.

Friday, February 27, 9 p. m. Lecture on Rotary at the following theatres: Luisa Theatre, Dr. Carlos Trujillo; Terry Theatre, Dr. Atanasio Fajardo; Trianon Theatre, Dr. Mario Nunez Mesa; Prado Theatre, Mr. Alfredo Colli; Recreativo Theatre, Mr. Pedro Modesta Hernandez.

Saturday, February 28, 9 p. m. Rotary reception at the residence of the President of the Club. Meeting place: The Central Restaurant, 8:30 p. m.

It is requested that every Rotarian by his presence contribute towards making the program a success.

BELFAST, IRELAND: Sir Crawford McCullagh, J. P., recently Lord Mayor of Belfast was a guest and speaker of the Club. He spoke on the "Housing Problem." Dr. Andrew Trimble, M. D., Chief Tuberculosis Officer of Belfast was a guest and main speaker of the club at a recent meeting.

Rev. W. C. Poole, Past President of the Oakland, California Club and temporarily pastor of the Metropolitan Tabernacle, London, spoke before the Belfast Club.

SAULT STE. MARIE, MICHIGAN: *Pep* is the name of a new Rotary publication. It is full of pep. The Club is behind a movement to employ a Boy Scout Executive.

BIRMINGHAM, ENGLAND: Mr. H. O. Worrall, Past President, was the main booster behind the Birmingham Industries Fair now under way. The idea of the Industrial Fair was brought about by a paper Mr. Worrall read before the Birmingham Rotary Club in 1915.

(Continued on page 268)

Are You a Levator Labii Superiorus Aliqui Nasi or a Depressor Anguli Oris or a Risorius?

If you are short on definitions consult any of the following:

Lorado Taft; Mary Pickford; Georges Carpentier; Jim Rieger; Sam Scothorn of Dallas; Ernest Proctor of Chicago; Lee Miller of Knoxville; Buehler of Tucumcari, N. M.; Wayne Sloan and Elmer Fletcher of Emily, Crow Wing County, Minnesota; George MacDonald, late of Edinburgh, Scotland, now of Kirksville, Missouri; Jim Corbett; Tom Ashlock; or Malcolm McCole of Great Falls, Montana.

Or any Osteopath; Anatomist; Sculptor; or Physiognomy Student:

Personally I am a Risorius

Aside from that we want to make a lot of money as follows:

We figure that life is worth so many thousand dollars per minute, and in order to continue alive you have to be a RISORIUS, otherwise you belong to one of the other two clubs, the headquarters of which are located at Sacsuahuaman, Peru, otherwise pictured by the National Geographic Society as "The Greatest Work of Ancient Man in America, but uninhabited since 12,000 B. C."

The following little item will introduce the idea of what we started to say, and illustrate one of our methods of staying in the Risorius Club.



The Real Elk Spirit

In distributing the usual Christmas Spirit to the poor of their home city, the Elks of Tucumcari, New Mexico, discovered a little girl suffering from congenital dislocation of the hip, and as she was one of three children of a widow who made the living by washing, they immediately took charge of the little patient.

Exalted Ruler C. M. Buehler, a graduate of the American School of Osteopathy at Kirksville, Mo., at once communicated with Dr. George Still, who with a large number of the staff of this institution, are members of Kirksville, Mo., Lodge of Elks, and immediately satisfactory arrangements were made to send the little girl on to Kirksville, where the operation was performed at very little cost to Tucumcari Lodge, other than the transportation.

The operation proved very successful, and little Doris Carver has again returned to her mother, a healthier and happier girl, and all through the kindness of these two lodges of Elks.

—From THE ELKS HORN, March, 1920.

Incidentally, the American School of Osteopathy and the Still Hospitals offer a free clinic for the treatment of needy crippled children, and also affords free treatment to returned soldiers and sailors, no matter what kind of treatment is needed, medical, surgical or Osteopathic.

Rotarians, Rotary Clubs, Elks or anybody else who can locate transportation for any such described individuals will find that the care of them will be absolutely without cost.

Where do we make the money to take care of this and pay for this ad?

We make it from people who have it.

Oh yes, nineteen of us look over the physically, mentally, and otherwise infirm, part of the time, EVEN IF THEY HAVE THE MONEY. Ten of us belong to the Rotary Club. All of us belong to the Risorius Club.

WE FURNISH CONSULTATION AND HOSPITAL DIAGNOSIS, ALSO TREATMENT BOTH TO THOSE WHO HAVE AND THOSE WHO HAVEN'T.

We really are not hard up for business. We are simply putting out this announcement because Frank said he had to have more advertisers.

DOC GEORGE, GENE, HI, BLONDY, EMMET, J. V., B. DEE, SUMMERFIELD, LONNIE, P. K. MYERS AND SAM, ROSS. KIRKSVILLE ROTARIANS. (In some way connected with the American School of Osteopathy and the Still Hospitals.)

**ADDRESS: The Still Hospitals or Dr. Geo. A. Still,
Kirksville, Missouri**

"LUTCHER-ORANGE"

specified in your Lumber and
Timber Orders will get you

SERVICE and QUALITY

FORTY years manufacturing lumber and timber from trees grown in the famous LONG LEAF forests of CALCASIEU PARISH District have made our product known wherever the name of pine is mentioned.

We cannot make all the lumber used, but wise buyers have come to rely upon us year in and year out for a goodly share of their requirements. Additional milling facilities this year will increase our output, and permit new connections.

Mills at Orange, Texas, and Lunita, La.

Offices and export docks at Orange, Texas, to which point please direct your inquiries. Inspection of our plants and facilities cordially invited when you are in this vicinity.

The Lutchter & Moore Lumber Company
Orange Texas

"Rotary Management"

Does It Pay to Advertise?

If it does I will secure a position with you. I am a young man, full of pep, college educated, a mechanic and newspaper reporter. If you want my services communicate with X, care of Rotarian.

MEMORIALS

Bronze Tablets :: Honor Rolls
CARL E. NORD, Rotarian
METROPOLITAN BLDG.
Sioux City, Iowa



Rotary Emblems for Offices or Window Displays
6½ inches diameter Metal Wheels, enameled on a dark Oak Shield.

A. To hang, \$6.00 B. To stand, \$6.50

F. O. B. NEWARK

EUGENE LEFEVRE, 880 Broad St., NEWARK, N. J.

All kinds of Coats of Arms carved to order.



CLUB NOTES

(Continued from page 266)

GREENSBURG, INDIANA: At the meeting of the presentation of the charter of the Greensburg Club, ninety visiting Rotarians attended the dinner given by the Club. Governor Watkins and Governor-elect Pittsford, and Rotarian Dick Miller, recently a candidate for Mayor of Indianapolis, were the main speakers.

A feature of the evening was an entertainment number by Rotarian Kin Hubbard, the famous humorist, Will Herschel, Indiana poet, and Rotarian Eggleston, magician, Manager of Keith's theater.

A special edition of the *Greensburg Daily News* with a write-up of the meeting and Rotary was distributed during the meeting. The dinner was served by the High School Domestic Science Club.

LIMA, OHIO: Father Frank Kelly, the famous Chaplain of the American Legion, delivered a stirring address on "Americanism." He also gave a vivid description of battle experiences and "No Man's Land."

SEATTLE, WASHINGTON: The Rotary Club was the banquet host during the "Father and Son Week" to over a thousand boys and their "dads." This banquet has been an annual feature for the last three years. The boy speakers showed up the shortcomings of their elders. The program was put on by the local High School and music furnished by the High School Jazz Band. A playlet written for the occasion dealt with the father who forgot the early experiences of his boyhood.

Bill Smith, Chairman of the Boys' Work Committee was the sponsor for the occasion.

CLAYTON, NEW MEXICO: boasts of the smallest Rotary Club in the world. It recently distinguished itself by sending 50 per cent of its total membership of 24 members to the District Conference at Colorado Springs.

WINNIPEG, CANADA:—The fourth International Rotary Club Bowling Championship was held in April under the auspices of the Winnipeg Rotary Club.

SHELBYVILLE, INDIANA:—The Shelbyville Club as guests, having the largest number at a recent Conference, were presented with a Victrola of unusual size as first prize. Vice President Zoller presented the gift. When the lid was removed, out of the Victrola walked a real, live, honest-to-Henry bear. Order was restored only when Rotarian T. Arbuckle came to the rescue and took his protégé into custody. The Shelbyville Club took the Victrola but absolutely refused to touch Bruin.

DODGE CITY, KANSAS:—The Club entertained the city teachers and School Board as an expression of appreciation of the work of public school teachers of that city. Professor A. L. Stickel, Principal, said it was the first time in his experience that any organization had ever taken enough interest to entertain all the Public School teachers in the community. The Rotary Club regarded it as one of the best meetings during the past 12 months as it promoted a

(Continued on page 270)



As sure as you
are a foot high

you will like this
Camel Turkish and
Domestic blend!

Camel CIGARETTES



Camels are sold everywhere in scientifically sealed packages of 20 cigarettes for 20 cents; or ten packages (200 cigarettes) in a glassine-paper-covered carton. We strongly recommend this carton for the home or office supply or when you travel.

R. J. Reynolds Tobacco Co.
Winston-Salem, N. C.

YOU will prefer Camels smooth, delightful blend of choice Turkish and choice Domestic tobaccos *to either kind smoked straight!* It gives you an entirely new idea of cigarette enjoyment.

Camels never tire your taste no matter how liberally you smoke. They are always appetizing—and satisfying, because they have a desirable, mellow body.

Camels leave no unpleasant cigarettey aftertaste nor unpleasant cigarettey odor. In fact, every angle you get on Camels is so different from any other cigarette that you will be won as you were never won before!

That's why we say frankly—*compare Camels with any cigarette in the world at any price!* We know the answer.



THE National Scrap Books with flat, unbreakable backs, strong manila paper and canvas bindings will give a lifetime of service and be in good condition to hand down to the next generation for reference.

THERE are numerous uses for National Flat Back Scrap Books in every office system. No other filing scheme can equal the Scrap Book for permanent preservation of pictures, clippings and documents. Order National Scrap Books from stationers who sell National Bound and Loose Leaf Devices.

Send for free copy of "GOOD FORMS FOR BOOKKEEPERS"

NATIONAL BLANK BOOK COMPANY

19 RIVERSIDE, HOLYOKE, MASS.

EDWARD V. CONWELL

General Attorney for American Railway Express Company, told the Philadelphia Rotary Club this month that:

From March 1 to July 1, 1918, 127,851 packages could not be delivered because ADDRESS WAS MISSING.

25,500 packages went astray monthly for the lack of markings showing from whom package was received, and for whom intended.

Tags become detached, and ordinary gummed labels do not always stick.

Fenton Address Labels are known the world over for their STICK-ABILITY.

Specify Fenton Stay-Stuck Stickers, and your shipments will arrive on time.

Fenton Label Company, Inc.

506-512 Race Street
PHILADELPHIA, PA.

POSTAGE

The 25c monthly magazine that tells how to transact business by mail—Advertising, Selling, Collecting, Catalogs, Booklets, Circulars, Letters, Office Systems, Money Saving Ideas. Since 1916 the official magazine of The Direct Mail Advertising Association. 6 months \$1.00; 1 year \$2.00.
POSTAGE • 18 East 18th St., New York City

Egry Register Systems

are so genuinely good
so truly serviceable that
they commend themselves to those that

Profit most who serve best



Egry Systems
for
Retail Sales
Billing and Charge
Shipping
Purchasing
Factory Orders
etc., etc.

The Egry Register Company
M. C. Stern, President (Rotarian),
DAYTON, OHIO

We make supplies for all makes of Autographic Registers, also Stationery for Typewriters in rolls, sheets or fanfold.

OFFICIAL ROTARY FLAGS OUR SPECIALTY

U. S. Flag—All Sizes—Qualities and Prices.
Badges and Banners. Send for catalog.

GEO. LAUTERER CO.
222 W. Madison St., Chicago, U.S.A.

CLUB NOTES

(Continued from page 268)

cordial relation between the teachers and business men.

—(R)—

LIVERPOOL, ENGLAND—Rotarian Montague Yates, who recently returned from the United States, gave very interesting impressions of his visit. They are summed up as follows: He was struck with the cleanliness of New York City, due to the fact that only anthracite coal is burned. He was also pleased with the architectural beauties of the skyscrapers. He describes the hospitality of the Americans as perfectly wonderful.

—(R)—

PHILADELPHIA, PENNSYLVANIA—Rotarian Jacobs has received much praise for starting a movement for having settlements of disputes between Capital and Labor placed before a special court on the same basis as civil and criminal suits. He has received numerous letters of acknowledgment from Governors, Senators and Representatives as well as much publicity from the press.

—(R)—

BERKELEY, CALIFORNIA—The four members recently admitted were initiated by having to decorate the dining room at a meeting at the Hotel Whitecotton. The Club recently was addressed by Howard Baxter of the Hall-Scott Motor Company, on "Rotary Ethics."

—(R)—

STOCKTON, CALIFORNIA—The Rotary Club was recently entertained at the "Y" where 115 boys put on drills which were followed by a swimming meet in the pool. The club also adopted resolutions regarding the local strike situation and resolutions for the improvement of immigration laws.

—(R)—

NEW YORK CITY—Past President Clinton Achorn, knowing there are a few Rotarians in every club who are interested in stamps, wishes to get in touch with all Rotarians thruout the world who are interested in an exchange organization. There is no money consideration involved.

—(R)—

LOUISVILLE, KENTUCKY—"S-P-A-R-K-S," the official Rotary bulletin of Louisville, announces a plan in which all Rotarians confined by illness will be called upon by a fellow Rotarian to offer a word of cheer.

—(R)—

DUBLIN, IRELAND—Two members of the Dublin Club have been elected on the Dublin Corporation as Municipal Reformers. Rotarian Tom Grehan had the pleasure of helping to entertain prominent newspaper advertising men from London during Horse Show Week. The London "Invaders" made a trip thru Ireland studying its resources and industrial conditions.

—(R)—

HAMILTON, ONT., CANADA—Five of the six members of the "Canadian Patriotic Relief Fund" are Rotarians. The object of the society is to raise a War Chest for different funds and take care of dependents of soldiers and place wounded soldiers in positions where they can be properly assisted by a pension or Government provision. They have already dealt with over 800 cases of varying kinds.

Meet Me On the Boardwalk!

Atlantic City-June-21-25.



Four Reasons Why You Should Attend the Eleventh Annual International Rotary Convention

You will meet the Best Fellows from all over the World.-

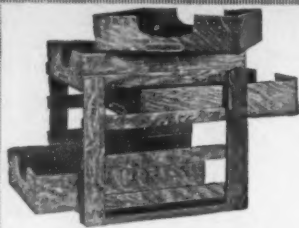
You will have a chance to take part in one of the most notable conventions in Rotary history.

The finest Beach and Amusement Resort in the World—Atlantic City is noted for the excellency and the variety of its hotels.—

A fine Vacation—Bring Your Wife—
ROTARIAN VISITORS WELCOME—AMPLE ROOM
WILL BE PROVIDED FOR VISITORS AT ALL THE
CONVENTION SESSIONS.—



-BOB BOARDMAN-



AUTO DESK TRAYS (Patented)

Cuts out the wasted minutes in the morning when it's so hard to get started and then continues thruout the day to distribute papers to departments or assistants or for holdover matters. No wasted words or directions. Saves both your time and that of others working with you. ELECTRO-WELDED STEEL RACKS, solid or sectional. Letter or cap size trays in richly finished quartered oak or genuine mahogany, 2 to 6 trays high. Trays slide out or suspend from either end for instant access and convenient manipulation.

Silent Partners

For executives, all business and professional men, these two cabinets do big things. They are like EXTRA CLERKS, always faithful and without the annoyance of continual instructions or questions.

FREE TRIAL

To all responsible parties we will ship on trial for your approval at our risk of all expense, or, if sold in your city, we will advise you and back our dealers on the same plan. COSTS NO MORE THAN SOMETHING LESS EFFICIENT of the same capacity and quality.

Among the Thousands of Users Are:

"BURROUGHS," "CADILLAC," "WESTINGHOUSE," "U. S. CARTRIDGE," "U. S. RUBBER," "HEINZ 57," "CUSHMAN MOTORS," "UNIV. of ILL.," "U. of WIS.," and many others. Also in departments of Federal, State and City offices.

Burroughs Adding Machine Company says: "We use over 50 of the Auto Desk Companions in our factory and executive offices at Detroit. The majority of these are used by department and division heads for personal correspondence and information of a confidential nature. They have proved to be very satisfactory." Many other branch offices of Burroughs are using them. Detroit Eastern High School says: "They serve a particular need for institutions of this kind as nothing else would do the work like the AUTO DESK COMPANION." They use 6 of them.

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describing the complete AUTOMATIC WOOD-STEEL LINE of Filing Cabinets, Desks, Desk Files, Sectional Bookcases and System Supplies.

The Automatic File and Index Co., State and 10th Sts., Green Bay, Wis.

THE KNOCKER

THE Devil may take the man who knocks,
He never was any good, By Jocks;
He curdles the milk, he sours the cream,
He throws cold water on all your steam;
He never does anything else but kick,
'Til he makes the average person sick;
But ask him what he ever did,
And he crawls inside and shuts the lid.

The Devil may take the man who knocks,
The man who scoffs and the man who mocks,
He's the man who never lifted a pound,
A skulking, vile, pestiferous hound
Who can only growl and bark and bay,
And get around in the people's way,
When they're trying to do as best they can,
Something to benefit fellow man.

The Devil may take the man who knocks,
May Charon land him upon the rocks
In the deepest, sulphurous bowels of Hell,
Where the Impies sport and the Harpies dwell;
And let him kick to his soul's content,
And there let him knock 'til the air is rent,
'Till the towering pillars of Hell shall fall
And the echoes die on its brazen wall.

Whenever you pray—if pray you do—
Pray for the honest, the brave, the true,
Pray for the noble, the good, the just;
Pray for the righteous—and if you must—
Pray for the serpent, the wolf and the fox—
But the Devil may take the man who knocks.
—W. H. H. MacKellar, Peekskill Rotary Club.

®

Three Words

THERE are three words, the sweetest words,
In all of human speech—
More sweet than are all songs of birds,
Or pages poets preach.
This life may be a vale of tears,
A sad and dreary thing—
Three words, and trouble disappears
And birds begin to sing.
Three words, and all the roses bloom.
The sun begins to shine.
Three words will dissipate the gloom
And water turn to wine.
Three words will cheer the saddest days—
"I love you?" Wrong, by heck!
It is another, sweeter phrase,
"Enclosed find check."

—Phoenix Rotarionian.

®

My Neighbor's Rose

THE roses red upon my neighbor's vine
Are owned by him, but they are also mine,
His was the cost, and his the labor, too,
But mine as well as his the joy, their loveliness to view.

They bloom for me, and are for me as fair
As for the man who gives them all his care.
Thus I am rich, because a good man grew
A rose-clad vine for all his neighbor's view.

I know from this that others plant for me,
And what they own, my joy may also be,
So why be selfish, when so much that's fine
Is grown for you, upon your neighbor's vine?

—Phoenix Rotarionian.

The Rotary Clubs of the 14th District

present

BENJAMIN C. BROWN
(FODDY)

of the

Rotary Club of New Orleans

as their candidate for

International Vice-President

"ASK THE MAN WITH THE GREEN COAT" at Atlantic City about BROWN

Providence, R. I.

THE CROWN HOTEL

FAIRNESS The Home of Simplicity, Refinement and Comfort for the Traveler GOOD SERVICE
COURTESY
FRED MANSFIELD, Prop., Rotarian
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GEO. O. RELF, Gen. Mgr., Rotarian
Rotary Club Luncheons held here Tuesdays, 12:15
Visiting Rotarians Welcome

ATLANTIC CITY { JUNE 21-25
1920

ENGRAVING EMBOSSEING PRINTING

LETTERHEADS BUSINESS CARDS
WEDDING & SOCIAL STATIONERY
SKETCHES SUBMITTED ON REQUEST
CENTURY ENGRAVING & EMBOSSEING CO.
19 SOUTH WELLS ST. CHICAGO-U.S.A.
W. G. HARTUNG - PRES. - ROTARIAN

Paper Hats Caps
Table Favors
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for All Occasions
Special Advertising Designs
We are Manufacturers
Favor Paperwear Works
81 WEST LAKE ST. CHICAGO

Grand Rapids

The City of Industry

Let's All Go! Atlantic City in June

As Atlantic City is the greatest convention city in America, let us make the June convention the greatest in the history of Rotary.

It's Worth While!

The undersigned Grand Rapids Rotarians, who usually advertise on this page, are giving up their purely commercial appeal in this issue to boost for a greater cause.

Grand Rapids Show Case Co.

Grand Rapids Electrotpe Co.

Pantlind Hotel Co.

Knappe & Vogt Mfg. Co.

Terrell's Equipment Co.

We are for McFarland!

Stuart McFarland of Pittsburg is our candidate for International President, to be elected at Atlantic City in June. We are for him—first, last and all the time!

He Is the Right Man for the Office

Cincinnati

The Home of Three Thousand Factories



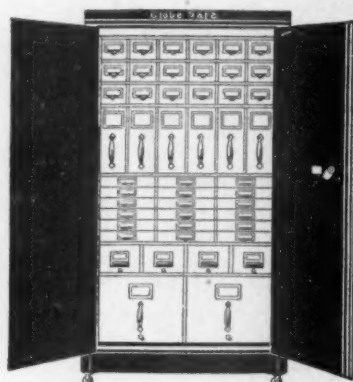
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Steel Safes Protect Your Records From Fire, Theft or Prying Eyes

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Don't wait until you lose important business records. Forestall this danger by installing a Globe Steel Safe in your office.

Call at the Globe-Wernicke Branch or Agency in your city or send for catalog.



Changeable interiors in sections provide any kind of filing device wanted

Branches and Agencies in 2000 Cities

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CINCINNATI

We control Northern Kentucky

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Write for list of available locations

KING SIGN SYSTEM

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Hotel Sinton Cincinnati

Home of the Cincinnati Rotary Club

We've learned a lot from Rotary, including the generous sharing of Rotary Hospitality, Rotary Co-operation and unwavering consideration for all Rotarians.



Management, Rotarian John L. Horgan

CINCINNATI

The Center of Population and Production

Move your plant to Cincinnati—the city of dependable power—of American labor—the center of population—of industry—of production.

Locate your factories in the city of lower-cost manufacturing—the concentric point of the nation's enterprise—on the spot from which you can most conveniently and economically market your production; where you can most quickly and cheaply purchase your raw materials.

Cincinnati buys and sells in the north, south, east, and west with equal facility and advantage. Cincinnati is a rate-breaking point for freightage in all directions. Seventeen trunk-line railroads give enormous capacity to transportation.

Cincinnati has room for you. You need the advantages Cincinnati offers.

Let us give you facts and figures, at your desk, in a personal visit. Better still, come and see.

We will furnish you, without charge, plans and estimates for proposed construction of new buildings, prepared by eminent architects and engineers.

Manufacturers planning to re-locate their plants are invited to call on us for any information and assistance in making investigation of Cincinnati's manufacturing advantages. This service puts you under no obligation whatever.

The Union Gas and Electric Company

One of the Columbia Gas and Electric Company's Subsidiaries

Survey Cincinnati's advantages for manufacturing. If a personal visit is inconvenient we will gladly send a commercial engineer who will present the industrial facts you wish to know.

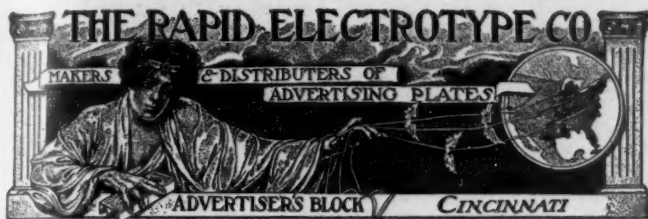
Cincinnati, Ohio

Wire or Write
H. J. HOOVER
Commercial Manager



Cincinnati

The Central Manufacturing City of the United States



W. H. Kaufmann, President and Treasurer, Rotarian

We Manage Expositions of all kinds and sizes

We will assume all details in connection with the successful management of all kinds and sizes of expositions in all parts of the country.

If your club, lodge or organization is planning upon holding an exposition, convention, bazaar or similar function—it will pay you to write us and let us show you what we can do.

We Decorate For Any Event

We are prepared to plan and execute decorations for gatherings or events of any kind.

We have decorated for private and public gatherings in all parts of the country. In every instance our service and skill has given complete satisfaction.

Chairmen of Decorating Committees—and others interested—get an estimate from us before going farther.

Send for Estimate

We will gladly send you an approximate estimate on any job in any part of the country.

You will be under no obligation whatever.

WIRE — PHONE — WRITE

Let us show you what we can do

George E. Fern, Rotarian

1252-1254 Elm Street, Cincinnati, Ohio
Official Cincinnati Rotary Decorator

E. CLARK HALL, Jr.

ROTARIANS

W. A. HOPPLE, Jr.

HALL'S SAFE CO.

Largest and Best Equipped Safe and Vault Factory in the World

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OHIO



The Howard System mile post sign service costs but a few cents per day. Write for rates.

Address KENNETH HAUER, Rotarian,
Bank and Patterson Sts., Cincinnati

The Altitude Breaker!

The Cincinnati Enquirer is the only Cincinnati Newspaper That Continues to Hit the Bull's Eye of the Million Line Target.

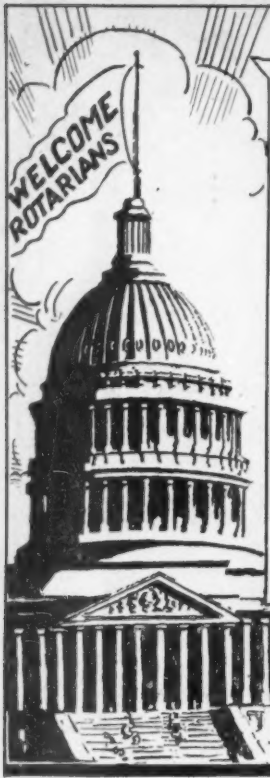
Over A Million Lines A Month

is THE ENQUIRER'S record

Here's the Proof for February:

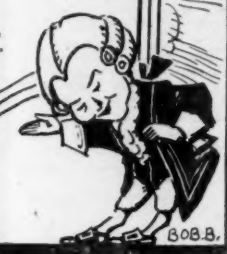
ENQUIRER	1,034,446
Next Highest Newspaper . . .	732,886
Third Highest Newspaper . . .	714,098
Fourth Highest Newspaper . . .	351,288

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*The Rotary Club of Washington, D. C.
invites you to stop for a visit to your
National Capital
en route to or returning from the
Eleventh Annual Convention
of International Rotary
at Atlantic City, Monday, June Twenty-First, to
Friday, June Twenty-Fifth,
Nineteen Twenty
The Rotary Club of Washington, D. C.
The New Willard Hotel*




Send for
Your
Samples!

HERE'S THE BEST OINTMENT BOX TO USE!

See the white top. That's a patent cardboard top over a tin cover. You paste your label on the cardboard, and it never comes off. Or, write on the cardboard and save labels. These ointment boxes sell your goods quicker; are smooth-edged and well finished; they please your customers better. And save you time, trouble and money. Ask for them by name—Myers Patent Tin Boxes—"The Label Sticks—It's Part of the Box."

Made by

Rotarian John H. Booth, President
MYERS MANUFACTURING COMPANY
of Camden, New Jersey

WEAR THE ROTARY EMBLEM ENJOY THE DISTINCTION OF BEING A ROTARIAN



No. 71 10K \$2.50 Each
14K \$3.00 Each



No. 72 10K \$2.25 Each
14K \$2.75 Each



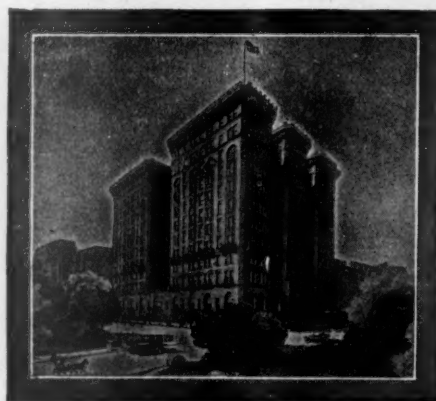
No. 73 10K \$1.50 Each

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ENAMELED ROTARY PURPLE BLUE

Made by

THE MILLER JEWELRY COMPANY
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CLIFF MILLER, President, Rotarian
Obtain from your Rotary Jeweler or write us direct.



Hotel Majestic

Central Park West at 72nd Street
NEW YORK CITY

A hotel of distinction
For guests of discrimination
With tariff in moderation

Near to the center of interest. Comfortably distant from the area of confusion. Stop at the Rotary Hotel next time you're in New York. You will have my personal attention.

Write me for information budget with auto map, etc., sent gratis.

Rotarian Copeland Townsend
Leases-Director



You do not GUESS at leather quality if you buy HAYS GLOVES.

This HAYS Button

is used exclusively on First Quality Leather. Get HAYS Gloves for men and women at all the Better Shops. Ask YOUR OWN dealer.

Washington, D. C.

The New Willard

Headquarters Washington Rotary Club.
FRANK S. HIGHT, President, Rotarian
Visiting Rotarians Welcome

STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912,

OF THE ROTARIAN, published monthly at Chicago, Illinois, for April 1st, 1920.

State of Illinois } ss
County of Cook }

Before me, a Notary Public in and for the State and county aforesaid, personally appeared Chesley R. Perry, who, having been duly sworn according to law, deposes and says that he is the Editor and Business Manager of THE ROTARIAN and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher....International Association of Rotary Clubs, 910 South Michigan Avenue, Chicago
Editor.....Chesley R. Perry
910 South Michigan Avenue, Chicago
Managing Editor.....George Bacon
910 South Michigan Avenue, Chicago
Business Manager.....Chesley R. Perry
910 South Michigan Avenue, Chicago

2. That the owners are: International Association of Rotary Clubs, Chicago, Ill., an Illinois corporation not for pecuniary profit, no capital stock and no stockholders. Albert S. Adams, President, Atlanta, Ga.; Chesley R. Perry, Secretary, Chicago, Ill.; Rufus F. Chapin, Treasurer, Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) There are none.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above as: (The information is required from daily publications only.)

Chesley R. Perry,

Sworn to and subscribed before me this 27th day of March, 1920.

[SEAL] CECIL HARRIS, Notary Public.
(My commission expires February, 1921.)

The Skill of the Deaf

By J. H. Spencer

In every community of any size in the world there is certain to be found a number of deaf people and their good qualities ought to be brought to the attention of people in general and to the business world in particular. They are industrious and self-supporting to a remarkable degree, and they have all the natural longings for recognition and advancement that hearing folks possess.

Among them are skilled workmen in all the trades, successful farmers, insurance men, editors, educators, etc., while some even excel in poetry, sculpture, and kindred arts. Deaf women are excellent home makers, as they specialize in the domestic sciences while at school.

I should like to see Rotarian business men give the deaf man a chance in factory or business. He will learn rapidly, and soon will be known for his industry, good work, and excellent habits. The way to help him is to take a personal interest in him, and see that he receives a square deal and living wages along with other employees. He asks only a fair field and no favors, yet appreciates kindly and just treatment more than any hearing man can possibly do—perhaps because he receives it so seldom.

The Deaf Capable of Advancement

Perhaps nothing hurts the susceptibilities of the deaf worker so much as to have an employer assume that it is impossible for him to advance in the business or factory, owing to his deafness. Self-reliant and keen of intellect, the deaf man knows that if given a chance he will make good in positions of responsibility and trust.

In dealing with the deaf, it is only necessary for the employer to give his instructions in writing. This is a little trouble, of course, but even the hearing worker often will carry out written instructions more intelligently than when they are given verbally. Where the deaf are employed in considerable numbers among hearing workmen or clerks, a hearing interpreter should be provided.

If the deaf man talks on his fingers, as he probably will do if other deaf people are around, take it as a matter of course, and remember that we hearing folks would be doing the same thing if Nature had deprived us of the blessing of hearing.

When the normal deaf man or woman is a failure—and failures among them are surprisingly scarce—it is generally due to neglect in childhood days, especially neglect upon the part of parents to send the child to school. Only recently a compulsory educational law applying to the deaf and blind was passed in Iowa, partly through the efforts of Rotarians, and it is being enforced with excellent results.

How the Deaf Are Educated

In every state there is at least one school for the deaf and in some several. New York, for instance, has about 15. Once in school the deaf child is quickly taught the three R's and then the common grammar school branches, while a few go to High School or to College. Gallaudet College, Washington, D. C., receives many of the graduates from the numerous State Schools.

Most of the schools also teach the trades. The boys learn printing, carpentry, shoemaking, painting, etc., while the girls attain proficiency in domestic science. In late years a great effort has been made to teach speech and lip reading to the deaf. Some schools teach this method exclusively; but in most of them finger spelling and the sign language are wisely retained. Most of the adult deaf believe that finger spelling and the sign language constitute the "natural language of the deaf." Nevertheless, good progress can be made in teaching many of them speech, especially those that possess some hearing, and nearly all can learn lip reading.

A Wonderful Colony of Silent Workers

In one of the industrial centers of Ohio a remarkable colony of silent workers is now attracting much attention. One of the big rubber companies has already something like 600 deaf people on its pay roll, and so effective have they

(Continued on page 279)



Felicitations

THE extraordinary progress of Rotary compels the admiration of all progressive people.

The Waldorf-Astoria extends its felicitations and hopes to have the privilege of entertaining, *en route*, Rotarians attending the Atlantic City Convention.

Other Hotels and Restaurants Under
the Direction of Rotarian Boomer

NEW YORK
Hotel McAlpin The Annex Hotel Claridge
Cafe Savarin Fifth Avenue Restaurant
PHILADELPHIA
Bellevue Stratford

The Waldorf-Astoria
Fifth Avenue 33^d and 34th Streets, New York
L.M. Boomer President





—The Highlands of Ontario

Vacation Land of Perfect Summer Climate



Hay fever unknown. One thousand to two thousand feet above the sea. Air scented with pine and balsam. Modern hotels in Algonquin Park, Muskoka Lakes, Georgian Bay, Lake of Bays, Kawartha Lakes and Timagami. A short, pleasant ride from Toronto, and you are in the midst of a charming summer playground. Fishing, boating, bathing, golf and the great out-of-doors. Write for free illustrated literature.

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PURE
FRUIT

FLAVORING EXTRACTS

FOR
PURITY STRENGTH
AND FINE FLAVOR

WINNER OF
17 HIGHEST AWARDS
AT AMERICAN AND
EUROPEAN
EXPOSITIONS

LARGEST SELLING BRAND
IN THE UNITED STATES

32 FLAVORS AND
OLD VIRGINIA
FRUIT-PUNCH

"CUESTA-REY"

CLEAR HAVANA CIGARS

MADE IN BOND

of the

Finest Imported Cuban Tobacco

Sold by all best dealers.

CUESTA REY & CO.
TAMPA, FLORIDA.

LITTLE ROCK, ARKANSAS

HOTEL MARION

Rates \$1.50 and up Absolutely Fireproof
 Rotary Club Headquarters Luncheon Thursdays, 12:30.
 Visiting Rotarians Welcome.

O. W. EVERETT, Manager

TO KNOW WHEN—YOU NEED A KASTEN TIME STAMP

Get a Kasten Time Stamp and record exactly the minute letters, orders or other matters come in and go out. Kasten's Time Stamps are economical, built for long service, and they work quickly, smoothly and accurately. Send for catalogue showing styles and giving prices.

HENRY KASTENS
Room 409, 415 W. 27th St.
New York City, N. Y.

Grading Them Up

(Suggested by the verses, "The Land of the Paper Dollar," from the pen of Rotarian Graves of Boise, Idaho, which appeared in The Rotarian for December.)

WHEN I said farewell to Atlantic shores
 And came West to the land of All-Out-Doors,
 It was ground for objection—or pain, at least—
 That the folks didn't act like the folks back East.
 They had customs (which satisfied them, I admit)
 That I honestly didn't approve one bit.
 I was often tempted, the first year or two,
 To advise them of things that they ought to do.
 But I knew, if I hinted their ways had lack,
 They would ask why in thunder I didn't go back
 To the Land of the Paper Dollar.

When I journey about in the East again
 I observe (with a shock which is almost pain)
 That the folks back there have some little ways
 Which the most polite Westerner couldn't praise;
 (Just about the proportion below his test
 That a critical Easterner finds in the West).
 And it's sometimes quite hard to avoid debate—
 It seems almost my duty to set them straight;
 But they'd ask, when I told them how we excell,
 Why I do not remain—if I like it so well—
 In the Land of the Silver Dollar.

So I live in the East and I live in the West,
 And I've learned that both places have ways that are best;
 I know cold, cultured Easterners, chary of words;
 I know hale, breezy Westerners, rough as their herds;
 I know chaps who regard proper dress as a creed;
 I know fellows whose two suits are all that they need;
 And some of each kind are a rotten crew,
 And some of each kind are men, clear thru;
 And not city nor country the odds may claim,
 For the average grades up about the same
 Thru the Land of the Spendable Dollar.

—J. Frank Davis.

J. Frank Davis, the novelist and short-story writer, is a New Englander by birth who lived and worked for many years in Boston and other Eastern cities. He has made his home in Texas for the past ten years, spending many of his summers "back East." His "darker" stories are among the cleverest of that style of fiction. He is a member of the Rotary Club of San Antonio.

Waxed Typewriter Ribbons

Are superior and distinctive; wear longer, will not fill the type or dry out. You save by buying direct. Price, 3 for \$1.50; 12 for \$5, prepaid. Guaranteed to please or money back. Send 54c STAMPS for full length sample ribbon and booklet—"Better Typewriter Results." State name and model number of your typewriter. Address Dept. 6. THE RIBBON WORKS, Galveston, Texas.

TROTTER DETECTIVE BUREAU

(Licensed and Bonded)

CHAS. F. TROTTER, Principal

CIVIL-CRIMINAL-INDUSTRIAL INVESTIGATIONS

327 Andrus Building :: Minneapolis, Minn.

Chas. F. Trotter, Rotarian

The Skill of the Deaf

(Continued from page 277)

proved that for several years the company has been advertising for more workers of the same kind.

An examination of the capabilities of these workers by all the ordinary tests except hearing and speech would astonish the intelligent employer of labor. Physically and mentally they average higher than any ordinary group of hearing workers in the same line, and this probably is because they are better educated. As a class they lead clean lives from childhood and make an earnest effort to overcome their natural handicap.

Their mental processes are not diminished by the mere fact that they do not possess hearing and speech. On the contrary, their deafness often seems to be a stimulation to active mentality, as shown by physical alertness and ability to think and act quickly. Perhaps Nature is ashamed of the mean trick she has played on the deaf and seeks to undo the wrong.

In the Ohio Colony the deaf have their own club house, church services, social gatherings, and even their own band, for they can "feel" music if they cannot hear it. They excel in athletics, and the colony has had a football team noted for a long string of victories over strong hearing teams. Many of the members of the colony are buying their own homes and in every way setting an example to their hearing co-workers worthy of emulation. Many are also stockholders in the corporation for which they work.

One thing a deaf man will not accept is charity. A deaf beggar is unknown, and if any one solicits on the excuse of being deaf it is almost a sure sign that he is an impostor. The deaf as a class are happy. They have a keen sense of humor which helps to tide them over the rough places of life. Nevertheless, they can be materially helped by the kindly interest which Rotarians habitually show for people not so fortunately situated as themselves. As Rotarians we seek to serve. I sincerely hope we may serve these worthy people whenever and wherever they are found.

—J. H. Spencer is a Rotarian of Dubuque, Ia.

®

A Rotarian's Prayer

ALMIGHTY Father, send us to our daily tasks with smiling countenances and hopeful hearts, with thankfulness for the strength to labor, and with eagerness to be of service to Thee and to mankind. In Thy goodness grant that we may find no task irksome, no duty disagreeable nor unwelcome, but give us the grace to discern in all the work of life, however humble it may be, opportunity to do Thy will. Bestow upon us, we pray Thee, patience, even as the Son of Man was patient, so that we may be kindly and tolerant and generous to all men. Freshen in our minds continually, O God, Thy goodness, and keep before us ever in the midst of the duties that press upon us the image and example of Thy Son. Teach us to deal justly with all men, not judging nor condemning them, but searching for the goodness and the nobility that is in every heart. Deliver us from arrogance and purge our hearts of sinful pride, we beseech Thee, instructing us how to be humble. Make us compassionate, with hearts warm toward the many who are in sorrow and suffering, and reveal to us how to be kind to the erring and the unfit. Grant, O Father, that we may have wisdom sufficient for the doubts and perplexities that continually assail us and cause our feet to stumble and our wills to falter. Strengthen us to the end that nothing shall annoy or irritate us, but rather that we shall do our work in serenity and tranquility all our days. Fill our hearts with thankfulness for each day won, for every duty discharged, for every kindness done, and when our work here is finished, and "the shadows lengthen, and the evening comes, and the busy world is hushed, then in Thy mercy grant us a safe lodging, and a holy rest, and peace at the last, through Jesus Christ, our Lord." Amen.—*Sioux City Punch.*



MINAHAN BLDG., GREEN BAY, WIS.
2-117 KEWANEE SMOKELESS BOILERS
installed by B. B. Shine, Green Bay, Wis.

Builders who have had years of experience in the construction of better buildings know that all heating troubles are eliminated when a Kewanee Smokeless Boiler goes into the basement

That boiler is the building owners' guarantee to the occupants that they will receive ample heat during the most severe weather.

The coal situation during the last two winters has been a source of great annoyance to all building owners not operating

KEWANEE

Smokeless Boilers. There is no assurance that that condition will be any better this year. It may be you will have to be content with the burning of the very poorest grades of soft coal. If such is the case the solution of that problem is the installation of a boiler that will efficiently burn anything you are forced to use.

The one boiler that is burning the poorest grades of coal in most of the largest buildings and doing it without allowing any of it to go up the stack as smoke is the Kewanee Smokeless Boiler. It is your only protection against the loss of heat value from using poor coal and the warnings from the smoke inspector.

We will be glad to furnish you with complete information on Kewanee Smokeless Boilers. Just send a postal card and information will be forwarded to you at once.

KEWANEE BOILER COMPANY

KEWANEE, ILLINOIS

Steel Heating Boilers, Radiators, Tanks,
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Woodruff Inn

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Visiting Rotarians Always Welcome.

ONE OF THE FLOCK

I N Huntington, West Virginia, Lady Bing and I were out sleuthing for Uncle Sam's mail store. Seeing a bright and intelligent-looking boy acting as a pillar to Huntington's skyest scraper, I said to him, "Where's the postoffice?" He expectorated a yellow flood, and replied slowly, "Thar's one right over thar." And so thar war.

Put Your Spoon in Your Saucer

There was a young Reuben from Zoar,
Whose actions at table were poar.
His coffee he'd sup,
With his spoon in his cup,
Nor thought once of "shipping his oar."
—Limerick Lew.

Indoor Sport

H E'D tramp the whole world over,
And now he'd ceast to rove
And sat with his feet in the oven
Of the dear old kitchen stove.
His mother stood beside his chair,
His pal since he was born.
"Are you warming your feet," she whispered,
He said: "No'm, just popping corn."
—Rhyming Rufus.

Perfectly Sure

"B OSS," said a danky, "I'd lak to git to git
off nex' Saturday fur the day."
"What for?" inquired the employer.
"Got to go to a fun'el."
"Whose funeral is it?"
"My uncle's."
"When did your uncle die?"
"Lawd, boss, he ain't daid yit!"
"Then how do you know his funeral is going
to take place on Saturday?"
"Ca'se dey's gwine hang him Friday!"
—Rotary Bulletin.

Met His Match

Struck by the notice, "Iron Sinks," in a shop window, a wag went inside and said that he was perfectly aware of the fact that "iron sinks."

The shopkeeper retaliated:

"Yes, and time flies, but wine vaults, sulphur springs, jam rolls, grass slopes, music stands, Niagara Falls, moonlight walks, sheep run, Kent hops and holiday trips, scandal spreads, standard weights, India rubber tires, the organ stops, the world goes round, trade returns and—"

But the visitor had bolted. After collecting his thoughts he returned and showing his head at the doorway, shouted: "Yes, I agree with all of that perfectly—and marble busts." —Irish World

Finigan Still at Large

Dear Strick. Gillilan: Flanagan is now the C. & O. depot master at Logan, West Virginia. Y're welkim.

Art Is Art

"No," said Uncle Henry, the one-armed fiddler, "it may not be 'zactly watcher call a elevatin' job, but no movie ticket seller is as bad as she is painted."

Will Do It Every Time

A wail of woe just received from a friend of mine, a bank cashier in Texas, says: "And I was elected superintendent of our Sunday School, and it started a run on the bank, etc."

Are Salesmen Business Men?

If you were to tell the average salesman that he is not a business man, he would feel insulted, and yet it is true.

A short time ago ten salesmen sat in conference. They were an exceptionally high class bunch. Their salaries and expense accounts ran from five to fifteen thousand dollars a year.

The firm for which they worked made two classes of merchandise: Standard lines which they particularly desired to push, and other lines which were the result of attempting to satisfy certain trade conditions or made necessary by an accumulation of by-products from their standard lines. Of course it was the object of the concern to keep up an intensive interest in the standard lines—to increase their sale as much as possible. A cooperating selling force, knowing the desire of the concern, should have had the same intensive interest.

If each salesman had been asked separately whether he put all possible effort into pushing standard lines, he would have replied "yes," and with enthusiasm. If the question had been put in conference, not a man would have admitted that he put forth less than the maximum amount of energy on standard lines at all times. And yet, because these salesmen were not business men, the replies they actually made indicated no knowledge of the facts at all.

Before calling this salesmen's conference, an investigation was made of each salesman's sales. The exact percentage of standard and other lines was recorded, also the percentage of each as compared with total sales.

It was found that the total house business was fifty-fifty. It was found that salesmen's percentages ran from 37 per cent on standard lines and 63 per cent on other lines, to 57 per cent on standard lines and 43 per cent on other lines.

Before telling the salesmen what the average was, each was asked to state what in his judgment was his percentage of sales on standard lines. Each admitted that he did not know—that the best he could do was to make a guess and each did.

The highest guess made was 27 per cent on standard lines. One salesman, whose total sales were \$300,000 and who sold \$171,000 of standard lines, guessed 25 per cent or sales of \$75,000. When asked what he thought would happen to a manufacturer who didn't know within 60 per cent of what his total volume was on a given product, he replied that he supposed he'd go bankrupt.

"But," he said, "I can't keep those figures. I haven't time."

Here's a man who does a business of \$300,000 a year who hasn't time to keep records that are really vital to his success—records which if kept and studied would enable him to increase his income 50 per cent or more—records that he could keep in an hour a day if he would.

Is it possible to make business men of salesmen? We believe it is. We believe it is possible for salesmen to keep an analysis of their sales that will not only enable them to know the kind of merchandise they are selling—their actual value to their house—but also what it is costing them to sell that merchandise and thus know their actual value to themselves.

(Continued on next page)

REMINGTON FIRST

—Now and Always

FIRST in its contribution to the growth of the world's business, from the foundation of the industry to the present time.

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First typewriter	—Remington
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First key-set tabulating typewriter	—Remington
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Today, as always, the typewriter user who wishes to reach the lowest cost level of typing must go to the Remington.

The *Self-Starting Remington* for correspondence, the *Key Set Remington* for form work, the *Remington Accounting Machine* (Wahl Mechanism) for billing and bookkeeping, are the latest achievements in clerical labor saving.

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For 16 years we have been building organizations of some of the country's largest firms, and for 16 years we have been building futures for men who desire to advance toward the goal of success.

EMPLOYERS! Let us supply you with men of experience in your line and who have the record of producing.

MEN! Let us help you attain success by placing you in positions with futures. Below are a few of the many opportunities we have to offer:

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14 Bookkeepers\$150 to \$200
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11 Stenos.\$50 to \$150
Salesman, Mech. rubber\$2,000
178 Salesmen, various lines, \$150 to \$200 and commission.	
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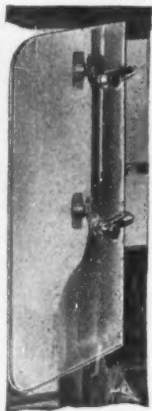
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Service Accessories Company, 1974 Broadway
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Are Salesmen Business Men?

(Continued from page 281)

Proper records would show them whether calls made were profitable or unprofitable to them—whether they were really getting back in compensation for sales the value of the time and the actual expense money they were spending.

We do not mean to imply that there are no salesmen who do this. We know some very highly paid men who do, but we think they are greatly in the minority.

It seems to us that keen, after-the-war competition is going to make it necessary for all business men to intensify their efficiency. It will be necessary for salesmen to cooperate more intelligently. They must become better business men.

Sales managers and advertising managers will play a big part in improving conditions and so we suggest asking yourself the question:

"Are the salesmen whom I know, business men, and if they are not, is there any way I can help to make them business men?"

—A. Booster in "The Ambassador."

The Love of Service

I HAVE tried to think why there was that "something," which I have heard a number of Rotarians speak of, that gets under the skin and makes every Rotarian a brother. They cannot seem to describe what it is and why it is, but I (my wife would say "big I") have discovered, I believe, what this "something" is:

A man may love a woman as his wife, he may love his children as a father, but it is not the same love that the mother has for her child, her daughter or her son, and it is not the same as the true love of a son for mother. The love of mother for her child is the true love of service. Mother is never satisfied until she can be doing something for her children, no matter how old she is, how crippled she may be, or what the conditions of the children may be. It is never a sacrifice to her, but always the greatest pleasure to be able to serve the child she loves.

I have thought a good deal about this "something," have tried to find out what that "something" was with Rotarians, and I have come to this conclusion: It is the same "something" that is in the heart of a mother for her child—"Service above Self," i. e., the love that mother has for her children, thinking nothing of return profits, but only of the great love which she has for them.

That, I believe, is the "something," it is the love of service to their fellowmen in the heart of each true Rotarian, and in this service he displays the love that mother displays for her children.

L. H. Brewer, Rotary Club of Hoquiam, Wash.

Hey, Doc!

AN IRISH soldier coming out of ether in the hospital ward after an operation, exclaimed audibly:

"Thank God! That is over!"

"Don't be so sure," said the man in the next cot, "they left a sponge in me and had to cut me open again." And the patient on the other side said: "Why, they had to open me, too, to find one of their instruments."

Just then the surgeon who had operated on the Irishman stuck his head in the door and yelled: "Has anybody seen my hat?"—New Orleans Picayune.

The Measure of a Man

"THE place to take the true measure of a man is not the forum or the field, not the market place or the amen-corner, but at his own fireside. There he lays aside his mask and you may judge whether he's imp or angel, king or cur, hero or humbug. I care not what the world says of him, whether it crown him with bays or pelt him with bad eggs; I care never a copper what his reputation or religion may be; if his babes dread his home-coming and his better half swallows her heart every time she has to ask him for a five dollar bill, he's a fraud of the first water, even though he prays night and morn till he's black in the face, and howls hallelujah till he shakes the eternal hills. But if his children rush to the front gate to greet him, and love's own sunshine illumines the face of his wife when she hears his footfall, you may take it for granted that he's true gold, for his home's a heaven and the humbug never gets that near the great white Throne of God. I can forgive much in that fellow mortal who would rather make men swear than women weep; who would rather have the hate of the whole he-world than the contempt of his wife—who would rather call anger to the eyes of a King than fear to the face of a child."—*Brann, the Iconoclast.*

A competent employee can't be held down, nor an incompetent one held up.

Not one really great man has achieved greatness except by coming over a path of thorns, hardships, disappointments and heartaches.—*Joseph Green.*

A GREAT lesson that must be learned is that restriction of production reacts unfavorably upon labor quite as much as it does upon capital. There can only be divided the sum total of things that are produced, and if production is decreased there will be less to divide. When there can be brought about such a sympathetic understanding between capital and labor as will result in labor's putting its brains as well as its muscle into the job, and because of full satisfaction with its relations to industry, labor will use all its powers to increase production, we will then have a situation in which there will be an increase amount to divide between capital and labor.—*Frank A. Vanderlip.*

WHEREVER you have a person so underpaid that he finds himself unable to get along, you will have resentment against the employer. If the underpaid person is a teacher, you will have resentment against the Government. What sort of a situation is that for a country that is trying to instill in young minds a respect for law and order? Why are so many teachers Socialists now? It is that feeling of resentment.—*Ole Hanson.*

YOU have communed with great men to little purpose if you have not learned that, however else they may have differed, in one respect they are all alike. Their sinews grew by labor.—*John McClintock.*

LEARNING taketh away the wildness and barbarism and fierceness of men's minds, though a little superficial learning doth rather work a contrary effect. It taketh away all levity, temerity, and insolency by copious suggestions of all doubts and difficulties and acquainting the mind to balance reasons on both sides, and to turn back the first offers and conceits of the kind, and to accept nothing but the examined and tried.—*Bacon.*

The world is not a playground, it is a schoolroom. Life is not a holiday, but an education.—*Henry Drummond.*

All progress is the result of economy.—*Governor Coolidge.*

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Memorial Day

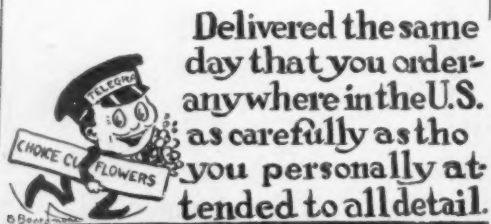
ANOTHER opportunity is given us to show our appreciation of the service rendered by the men who fought and died that the world might be free. Let us decorate their hallowed shrines.

And let us not overlook the boys who fought and lived—the boys who are still confined to hospitals—they will appreciate your thoughtfulness on this day.

Remember also at this time the families whose soldier graves it is not possible for them to decorate—a few flowers sent to them will speak volumes and accord with the spirit of the day.

**Just see your local Rotary Florist
—he will do the REST**

Associated Rotary Florists



Origin of Hand-shaking

HAND-shaking is a custom which dates back to the time of the savage. The offering of the right hand was significant of friendship, or, more literally speaking, it indicated the absence of hostilities.

The right hand is the one generally used for the wielding of weapons, so no doubt the savage grounded his custom upon the assumption that while the right hand was in the grasp of another there could be no conflict.

Today the custom of shaking hands is prevalent in almost every land, although as a salutation it is more common in the United States.

This custom offers much in the way of opportunity for character study. Hidden below the surface are the finer strains of personality, but an individual's more salient qualities are usually discernible through the handshake.

Most men do not give enough attention to the manner in which they greet a stranger. Remember—the first impression usually sticks. It is seldom that we meet a man who extends a truly cordial greeting, but when it is our fortune, that man is not soon forgotten.

Too many of us still cling to the savage idea—that handshaking is merely a means of indicating the lack of hostile feeling. Let's be more positive.—*The Toledo Magazine.*

—R—

Bugracious

They must have cooties in Russia,
Quoth little Rita Rich.
For every day the war news speaks
Of General Yudenitch.

—Oscar Driver.

—R—

Stimulation

ONE day a little mouse who lived in a French wine cellar was looking warily out of his hole in the wall.

His constant terror was a great grey cat—he'd nearly lost his life the day before.

The coast was clear. So he came out, and, in picking his way across the floor, stepped in a pool of wine under a keg. He licked off his little paw. Tasted good. He stuck in his other paw. Tasted fine. Jumped in and rolled in it. Licked himself all off.

Then he sat up. His whiskers were bristling. With a spring he scampered up the stairs, threw out his little chest and yelled:

"Now where is that damned cat?"

It strikes us that a lot of Rotarians are like the mouse—need a stimulant before they can realize their importance in Rotary. Stimulation in Rotary is simply knowledge. After you know Rotary—have fairly rolled in it and studied it from every angle, you will be in a position to throw out your chest and ask:

"Now where is that damned cat?"

—K. C. Buzz Saw.

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A thrilling story of railroading in the West and adventures in big business—told in a delightfully breezy way. \$1.75



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Bands are made of best blue felt with name of city in white. Price, 50c; 25 or more 40c each. Have your Secretary order for entire delegation NOW.

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The Far-Away-Nearby-Land

ONE of the most fascinating things about Rotary is the two-fold cooperation which it implies. There is the cooperation of men as business units—the massing of so much potential financial force for the good of the community. Then there is that subtler cooperation which, I believe, is the real secret of the Rotary's power and its charm; that Fellowship of Idealism into which we enter—that realm in which the most flat-footed business man is allowed to dwell, for a few hours each week with romance, and to let his imagination open up new worlds within himself.

The psychologists call this region the mind within the mind. Poets call it Bohemia, and dream of it always. Children call it Fairyland, and people it with the creatures of their own imaginings.

Most of us do not name it—do not even admit that it exists—but it is within us nonetheless, and at one time or another in the life of almost everyone of us the gates of our inner consciousness fly open at some unexpected summons, and we realize the power and the terror and the beauty of the mind of man.

Then truly, is dreamland no longer a phantasy of sleep, but a loveliness so great that, like deep music, there can be no words wherewith to measure it, but only the breathless, unspoken speech of the soul.

Then we stand in the presence of those grim forces that men call mystery—those forces that move and live and have their blind will behind the blowing wind and the rising sap; behind the drifting leaf and the granite hills; behind the womb of woman and the mind of man; behind the miracle of day and night; behind life; behind death.

I heard one of the greatest of living psychologists the other day, in a lecture upon abnormal psychology, make the statement that a great many brilliant men become insane because they have no fellowship in which to share and temper their imaginings.

If you have ever visited a mad house you have seen what havoc the mind can work. They make rag rings and boast of their jewels; they gather sticks and with them bridge rivers that do not

exist; they light a candle and cry, "Behold the dawn!"

Now, Rotary holds that the imagination is a precious thing and tries to keep it healthy by giving it a fellowship in which to express itself—and in which to grow.

It makes Idealism legitimate. It says that a man can be a professional man and still be a dreamer—a mystic even.

It establishes for business men a cooperation in the things they dream about—as well as in the things they do.

It bids us look out upon life with wonderment—and what thinking man, looking at life with keen eyes is not filled with wonder?

It teaches what Bourdillon so beautifully expressed in the quatrain:

"Wise men, all knowledge past,
To the shepherds' wonder come at last—
To know, can only wonder breed;
And not to know, is wonder's seed."

—Randolph Leigh, Rotary Club of Cheyenne, Wyoming.

I DROVE a horse for a long, long time; thru the summer dust and the winter time, I jogged along in my one-horse shay and never dreamed that a better way of locomotion I'd e'er find, and Towser trotted along behind. A happy dog was Towser then; he got acquainted with dogs and men, and found fine bones on the right-of-way, the while he followed my one-horse shay. But Dobbin, the horse, grew out of date, and I bought a car that can hit a gait of forty miles in a fleeting hour, a thing that throbs with resistless power. Towser followed the car one day, as I scorched the road on my townward way; he kept in sight for three parasangs, and then he muttered some bow-wow dangs, and sneaked back home with a broken heart, and died the death 'neath a one-horse cart. Alas, old dog, 'twas a bitter end for one that long was a faithful friend, but the world moves on, and that dog must fade that is all too slow for the great parade; must lay him down 'neath the buttercups—and it's true of men just as well as pups.

—Walt Mason.

How Do You Buy Your Money?

By Edgar A. Guest, Detroit Rotarian

HOW do you buy your money? For money is bought and sold,
And each man barter himself on earth for his silver and shining gold,
And by the bargain he makes with men the sum of his life is told.

Some buy their coins in a manly way, some buy it with honest toil,
Some pay for their currency here on earth by tilling a patch of soil;
Some buy it with copper and iron and steel, and some with barrels of oil.

The good man buys it from day to day by giving the best he can.
He coins his strength for his children's needs and lives to a simple plan,
And he keeps some time for the home he makes and some for his fellowman.

But some men buy it with women's tears and some with a blasted name,
And some will barter the joy of life for the fortune they hope to claim,
And some are so mad for the clink of gold that they buy it with deeds of shame.

How do you buy your money? For money demands its price,
And some men think when they purchase coin that they mustn't be over-nice.
But beware of the man who would sell you gold at a shameful sacrifice.

(Copyright, 1920, by Edgar A. Guest.)



"Kernel" Robert Lee Hatch, as he is now called by his friends, ever since the Philadelphia Public Ledger printed his picture in its Rotogravure Section and called him "Kernel" because of the fame he has won as a specialist in SALTO-NUTS—wants to reassure fellow Rotarians everywhere that his is a specialty business and does not in the least interfere with their business in their home towns.

Nobody else in the world has the right to use the trade-mark name SALTO-NUTS and nobody else in the world knows how to treat nuts in their raw state so that they can be called SALTO-NUTS.

"Kernel" Hatch is a facetious title, of course—but in the Nut Kingdom he is King Hatch, for it is conceded that he is the best judge of nuts, no matter in what country they grow, of any man in the country. It is a curious fact that people write to Hatch, New York, from all countries in the world, even from those countries where nuts grow in abundance, and ask him to mail them SALTO-NUTS, which they regard as remarkable table dainties.

"Hatch he pays the Parcel Post."

SALTO-NUTS, mixed, at \$2.25 the pound, are mailed to all parts of the world without additional cost.

Hatch also specializes in Italian Chocolates at \$1.50 the pound.

Mailed anywhere without extra cost.

Send for Price List

Note: A special invitation is extended to Rotarians visiting New York to call at any of the four Hatch stores—three on the West Side of Broadway near 30th, 45th and 49th Streets, and one in Herald Square, 6th Ave., near 35th St. They will be accorded the brotherly courtesies and the fair dealing which constitute the Rotarian platform.

Send mail to Herald Square store.

Written by William C. Freeman,
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District Conference Reports

The Twelfth District Conference

(Continued from page 244)

HELD at Bloomington, Illinois, 8 April, 1920.

ATTENDANCE: The total registered attendance was 829.

RESOLUTIONS ADOPTED: Heartily commending District Governor Craig for his able and virile leadership of Rotary during the past year and expressing appreciation of splendid hospitality of the citizens and Rotarian of Bloomington.

PRINCIPAL SPEAKERS: Immediate Past President John Poole, "The Romance of Rotary";

Rotarian H. E. Rompel, Waukegan, "Work Among Boys"; Rotarian Edgar A. Guest, Detroit, "A Heap O' Living"; Rotarian C. E. Fisher, Rock Island, "Appreciation," and International Secretary Chesley R. Perry, "Rotary Headquarters."

DISTRICT GOVERNOR NOMINEE selected is Rotarian C. E. Fisher (public schools) Rock Island, Illinois.

INVITATION FOR NEXT CONFERENCE was received from Peoria, Illinois.

The Twenty-third District Conference

HELD at Oakland, Cal., March 31st and April 1st, 1920.

ATTENDANCE: The total registered attendance was 1,376.

RESOLUTIONS ADOPTED: Recommending Thrift; Token of Appreciation to District Governor Sherriffs; Appreciation to Rotary Club of Stockton; Appreciation to Rotarian Harry McKannay, Chairman Conference Program Committee; Appreciation to Rotary Club of Oakland as the Host Club and George A. Cummings who wrote and produced the musical comedy "Nowhere."

PRINCIPAL SPEAKERS: International President Albert S. Adams, "Greetings"; District Governor Alexander Sherriffs, "Response and Verbal Tour of the District"; Dr. Tully Knoles, San Jose,

"The Rotarian in His Business"; Rotarian Arthur Free, San Jose, "The Real Spirit of Rotary"; Rotarian Fred M. Hunter, Oakland, "The Relationship of the Rotary Club to Other Clubs"; Dr. Walter E. Clark, Reno, "A Message of Rotary"; Professor George P. Adams, Berkeley, "Historical Development of 'He Profits Most Who Serves Best'"; Rabbi Edgar Magnin, Los Angeles, "Underwriting Posterity: The Boy"; Ex-Governor Tasker L. Oddie, Reno, "The Rotarian and the State"; Hon. Wm. H. Langdon, Presiding Judge District Court of Appeal, First District, Division 2, "The Jury Slacker."

DISTRICT GOVERNOR NOMINEE selected is Rotarian Leslie S. Everts (accountant) San Diego, California.

The Twenty-first District Conference

HELD at Colorado Springs, Colo., March 21st, 22d and 23d, 1920.

ATTENDANCE: The total registered attendance was 475.

RESOLUTIONS ADOPTED: On the death of Rotarian Taylor R. Hadley, President Rotary Club of Fort Collins. General; thanks to City, International President, District Governor, Boys Work, Loyalty, Employer and Employee.

PRINCIPAL SPEAKERS: An address by International President Albert S. Adams; District Governor Roger H. Motten, Annual address;

Rotarian C. T. Ahlstrand, Greeley, "The 1920 Convention"; Rotarian C. A. Lory, Fort Collins, "Message of Rotary"; Rotarian E. J. Carson, Raton, "Message of Rotary"; an address by Rotarian Harry Barrett, Denver; Rotarian M. J. Stickel, Pueblo, "Relations Between Employer and Employee." There were many other short addresses by Rotarians on such subjects as Boys Work, Rotary problems, etc.

DISTRICT GOVERNOR NOMINEE selected is B. F. Scribner (printer), Pueblo, Colo.

INVITATION FOR NEXT DISTRICT CONFERENCE was received from Pueblo, Colo.

The Thirteenth District Conference

HELD at Louisville, Ky., March 11-12, 1920.

ATTENDANCE: The total registered attendance was 464.

RESOLUTIONS ADOPTED: Recommending that the next International Convention pass a resolution to name November 11th International Thanksgiving Day. Expressing appreciation of the delegates and visitors at the conference of the hospitality of the Louisville Club.

PRINCIPAL SPEAKERS: International Vice-President Estes Snedecor, "International Rotary at Work" and "Problems of International Rotary Constitution"; District Governor Iverson L. Graves, "Annual Address"; Rotarian C. W. Bailey (Clarksville) "Message of Rotary" and "Extension of Usefulness of District Governor"; Walter W. Strong (International Headquarters, Chicago), "How Rotary Should Help the Boy"; other addresses on various phases of Boys Work by Ro-

tarians Stanley Harris (Memphis), E. S. Lotspeich (Knoxville); Rev. B. J. Bush (Lexington), "The Message of Rotary"; Rotarian Porter (Lexington), "Classification in Rotary"; Rev. T. S. McCallie (Chattanooga), "Rotary's Relation to Similar Clubs"; Rotarian C. V. Mercer (Jackson), "Methods of Promoting Attendance at International Conclave"; Rotarian Jas. Richmond (Louisville), "Methods of Financing Attendance at International Conventions"; Rotarian R. A. McDowell (Louisville), "Rotary Songs for Thirteenth District" and "How to Promote Closer Cooperation Between Clubs of the Thirteenth District"; Rotarian Edgar M. Foster (Nashville), "Relations Between Employer and Employee."

DISTRICT GOVERNOR NOMINEE selected is Chas. William Bailey (banker), Clarksville, Tenn.

INVITATION FOR NEXT CONFERENCE were received from Chattanooga, Knoxville and Paducah.

Explaining Rotary to Non-Rotarians

SOME eighteen years ago I was enjoying my first adventures in the field of political economy. That study was one of my earlier enthusiasms after I had conquered the delights of reading, writing, and arithmetic and had been bored by the weight of knowledge that I carried about with my high school diploma. The study seemed to be a sort of crown that added a finishing touch to the superiority of my mental structure; and yet, since it dealt with *wealth*, it would be a hard thing to have around when I went out to gather in a little *subject matter*.

I suppose that each one of us has such enthusiasms, which we add to, or at least change from time to time. I pity the man so near dead that he cannot summon up at least one enthusiasm when the occasion demands. Only a month or two ago a friend charged me with reacting too strongly to some of mine. I ventured to point out to him that probably the matter about which he objected was not the enthusiasm, but my lack of tact in its expression.

However, let me return to this early enthusiasm for economics. I was holding forth in lecture style one day to an acquaintance on the details of the science and had reached my peroration when he rudely interrupted to ask "What is political economy, anyway?" I was thoroly subdued. I didn't know; I couldn't explain it clearly; I had only an indefinite, hazy idea. His question made such an impression on me that I resolved afterwards to be prepared when anyone stuck an inquiring finger into the bubble of my enthusiasm. So today, when I start into a fresh field, I try to have some sort of an idea of the size and general bearing of the place, before I plunge into the details.

Explanations That Don't Explain

I take it that most of us have been asked *what* is Rotary or why is Rotary, or have endeavored to volunteer the information, not once but many times, without being able to put our explanation across. Our explanation may have been perfect, with the single exception that it didn't explain.

I am aware that there are several possible ways of giving one's auditor the Rotary idea. A very excellent method, endorsed by many recent writers on *other* topics, would be to present a series of types of the various activities of Rotary and permit the hearer to draw his own conclusion. One disadvantage of this method is the difficulty of selecting a small number of types that properly present the whole case.

The method which I prefer is the presentation of a single example and is founded on Rotary's emblem, the wheel.

I will ask you to imagine a great circle; a circle, you know is a geometric symbol of perfection, a line, every part of which is equally distant from a point called the center. I ask you to think of this perfect geometric form as equivalent to the term *perfectionism* in ethics, the doctrine in which *perfection of moral character* is the supreme end of life.

I ask you to take this great circle and fill in all the space within it. We will call this plane within the circle, *knowledge*. Then we will draw two lines from the center, as you would in cutting your own small piece from the family pie, and we will label this piece the *known world*, and to continue the simile, the remainder of the pie will be the *unknown world* all about us.

From another source, a book this time, I ask you to imagine an enormous wheel with each spoke representing a sect or a religious belief, farther apart at the rim where they start, but with a gradual convergence to a common center in which their differences blend into a common whole of *religion*, not *religions*.

Some wheels have greater utility than others. If you are content to think for a moment of the beauty of utility, I ask you to consider the wheel of the tractor. From the artistic point of view it deserves to receive a negative vote of one. From the purely utilitarian point of view it moves onward, over and thru obstacles as if they were made of papier-mache, geared to the road as one of the current advertisements says.

Wheel of Rotary

We have considered the *circle of perfection*, the *plane of knowledge* enclosed by it; we have considered the wheel of religion, predicated on this symbol of perfection; we have considered the wheel of the tractor as illustrations of utility. Let us now consider the Wheel of Rotary.

The wheel of Rotary is like and yet unlike all of these figures. It is like them in that it encompasses them, just as the whole does the part. It is unlike any one of them in that it is *all-inclusive*.

I ask you as a further image to conjure to your mind this Rotary Wheel. Each spoke in the wheel is a worthy occupation—no other sort has a place either in the Wheel of Life or the Wheel of Rotary. Each occupation is represented by a selected, sound, well-fashioned piece of mental and physical and spiritual timber—no other sort has reason here to be. Each spoke starts from the circle of the rim, as do the sects of little understanding, and as it gains in knowledge and human sympathy it approaches the hub where it *merges* with its fellows.

But once the juncture is complete it radiates again *power* and strength and love, not only unto its fellow spokes nearby, but to *all* the parts of life with which *it*, as part of the wheel comes in contact. The *gears* of the Rotary Wheel cause it to mesh with the least possible loss of power into all the varied aspects of the society in which it moves.

Once you have the symbol of the Rotary Wheel of Life etched clearly on the surface of your minds and hearts, you can outline the details of its tenets and its obligations as well, or better, than I. I will try to suggest one here and there as pertinent.

Rotary is not *snobbishly* exclusive, tho it is *selfishly* exclusive, *selfish* for the common good and not for its individual members, *selfish* because too many spokes would make it weak and unwieldy and thus defeat its purpose.

It is *not* an organization for direct gain for its several parts. The spoke which slipped in with that end in view is made of unsound timber.

Rotary Is Community-Minded

It indulges in no secret sessions. Its business is open at all times for public inspection.

It is *not* partisan, but it is *political*, in that it is interested in *good government* everywhere.

It is *not* sectarian, but it does adopt the Golden Rule for its guidance in its Code of Ethics.

Rotary members are selected from the best available candidates, one from each occupation.

(Continued on next page)

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Explaining Rotary to Non-Rotarians

(Continued from page 287)

Collectively it represents the highest standard of life in each community as a whole.

Rotary is *Community-minded*, not narrow-minded nor individual-minded; for its creed is *Service*.

As a final aspect of the Wheel of Life, I ask you to consider Cabot's four essentials of life—Work, Play, Love, Worship—all four of which you can find in Rotary if you will but seek.

Work, our occupation thru which we gain our livelihood by serving others: Play, the mingling with our fellows in social intercourse: Love, the noblest human bond of which we are capable: Worship, the spiritual essence of our lives. As we grow in these four, so we become worthy of life.

The beginning and the middle and the end of human life is happiness; not mere pleasure, nor even a perfect moral conduct nor a legitimate accumulation of material goods.

Rotary represents life itself if we live up to our responsibilities and our possibilities.

Rotary means these lesser things and in addition it means the greatest good to the greatest number.

Rotary is truly worth while because it drives us forward along the road of happiness.

—Robin Lynn Hamilton, Rotary Club of Sioux City, Iowa.

It Pays

IT is not easy—
To apologize.
To begin over.
To admit error.
To be unselfish.
To take advice.
To be charitable.
To be considerate.
To endure success.
To keep on trying.
To avoid mistakes.
To forgive and forget.
To keep out of the rut.
To make the most of a little.
To maintain a high standard.
To recognize the silver lining.
To shoulder a deserved blame.
BUT IT ALWAYS PAYS.

That Scotch Thrift

JUDGE ANGUS MACLEAN of Sacramento is credited with this Scotch thrift story:

The Scotch make splendid soldiers. They are so tenacious, you know. A joker once inscribed on a penny-in-the-slot machine: "Push hard enough and you will get your money back." Next morning the horrified joker jerked down the inscription when he found, at the foot of the machine, a dead Scotchman.

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